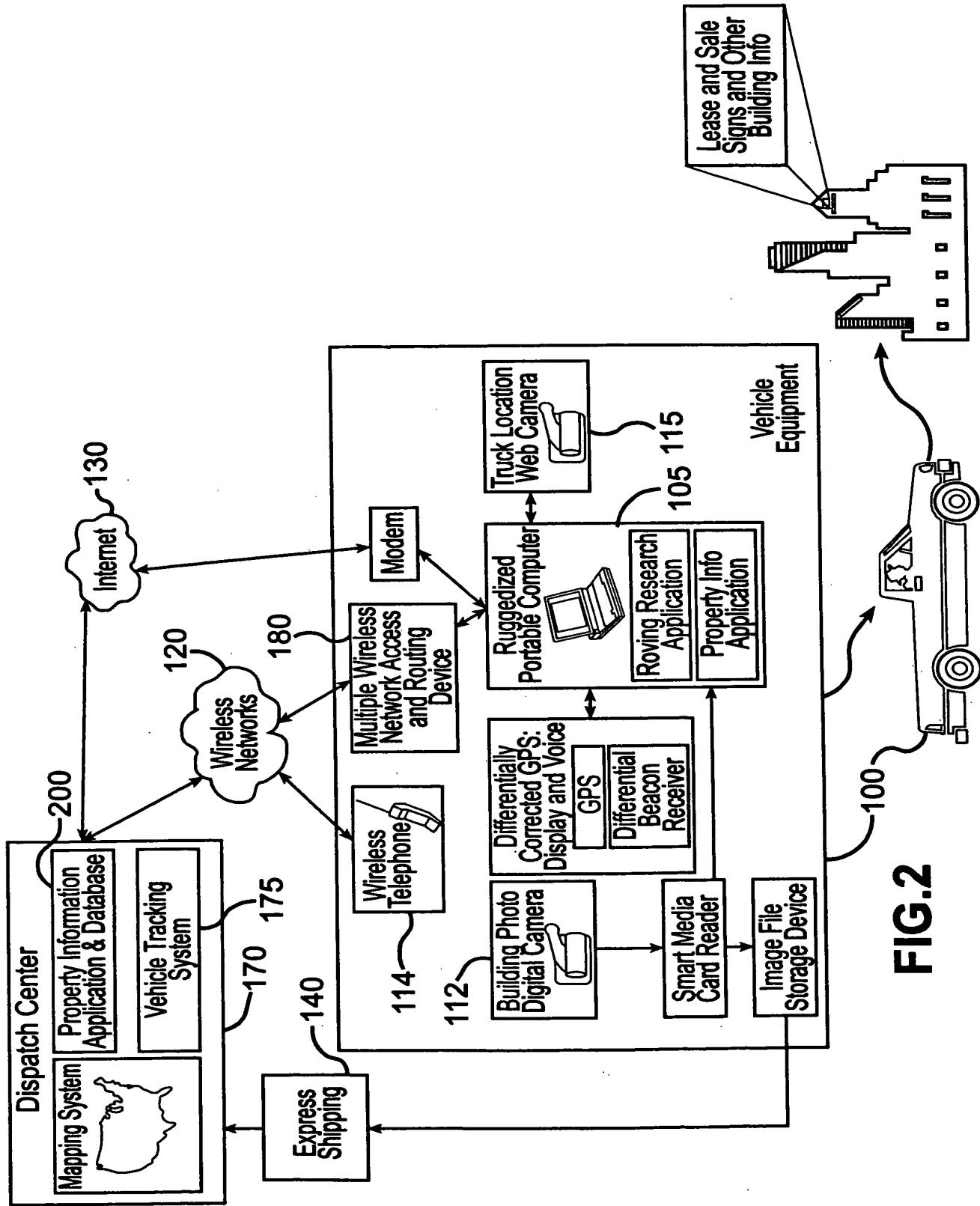


FIG.1



CRE

Electronic Commerce Segments

For Sale Info:

- CoStar Group
- LoopNet/HomeStore (\$20-100MM)
- PropertyFirst (\$40MM)
- COMPS.COM (CoStar)

Comparable Sales Info:

Leasing Info:

- CoStar Group (\$18MM)
- RE/locate
- Smith Guide
- CommercialSpace.com
- Realcentric
- COMRQ.com
- Cushman & Wakefield

Industry News:

- CoStar Group
- Commercial Property News
- National Real Estate Investor
- RE/Forum
- Inman
- VertiNews

Tenant Info:

- CoStar Group
- Dunn & Bradstreet
- Info USA
- Cognetics

Software:

- ARES (CoStar Group)
- ARGUS Software
- The Jameson Group (no relation)
- Bidcom (\$40MM)
- Cephren (\$41.5MM mezzanine)

Marketing to Professionals:

- CoStar Group
- Black's Guide

Marketing to Corporations:

- LoopNet
- Black's Guide
- City Feet
- Cubit (\$3MM)

FIG.3

CURRENT INEFFICIENCIES

- o Only a fraction of the real audience sees property.
- o Significant marketing expense.
- o Fewer Bidders = Lower Price.
- o Time consuming process.
- o Too much risk and expense for buyer.
- o Buyers see a fraction of their options.

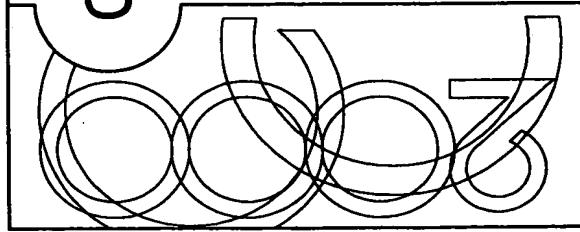


FIG.4

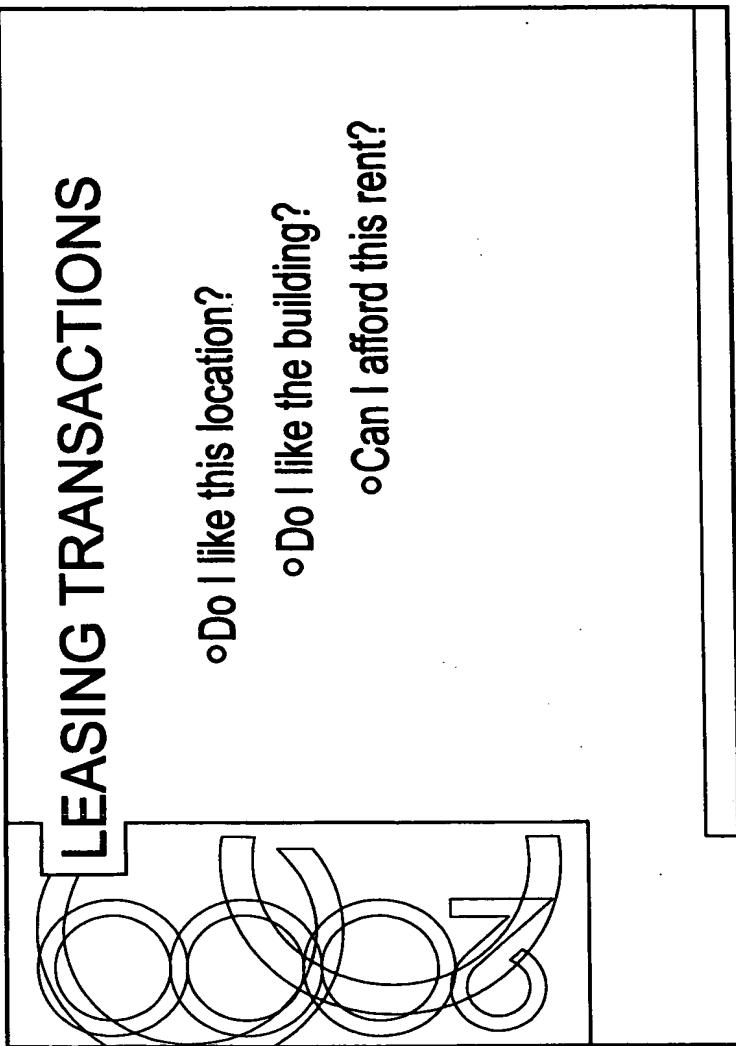


FIG.5

LEASING TRANSACTIONS

Aside from CoStar Property

the main tool used
to convey a
space for lease
opportunity is the flyer.

Size: One Page

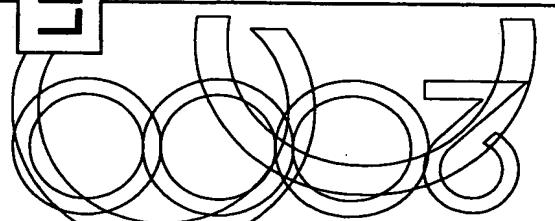
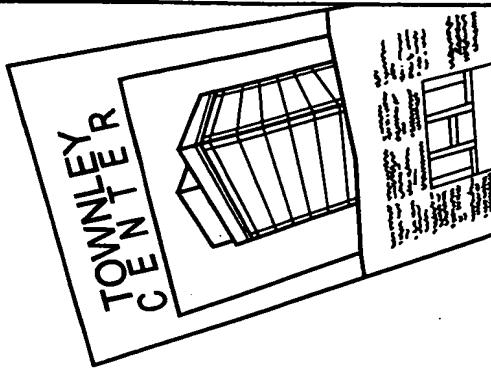


FIG.6

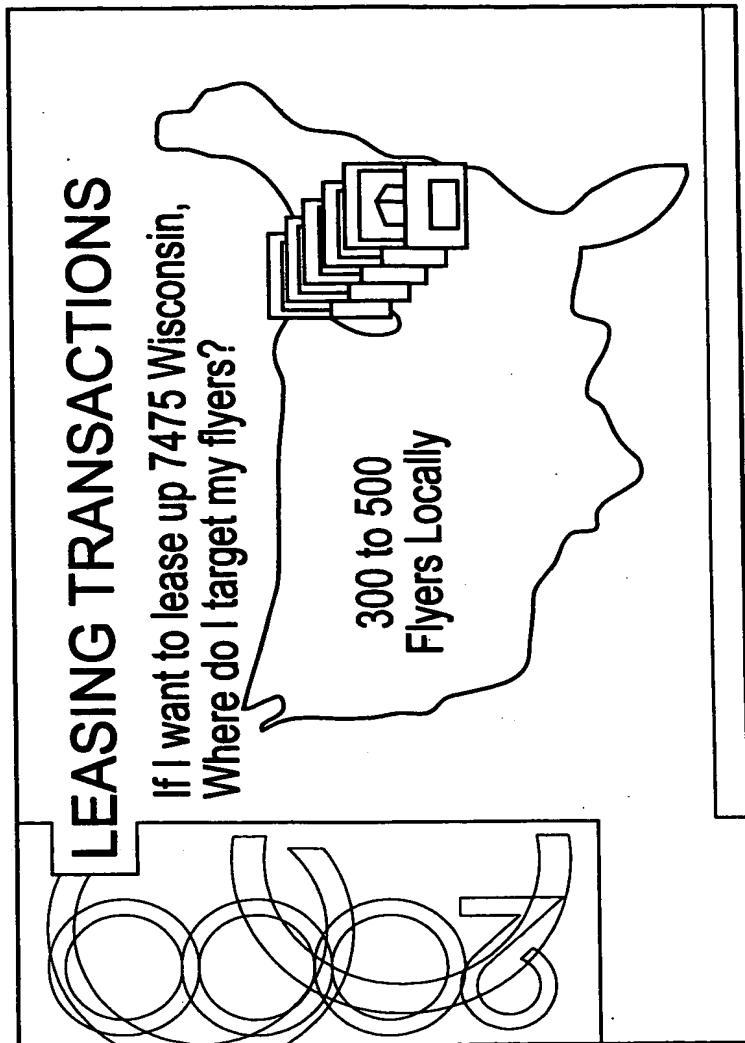


FIG.7

INVESTMENT SALES

- Is this the right type of property?
- Do we invest in properties in this area?
- Is this building leased up enough?
- When do the tenants leases expire?
- Are these good credit tenants?
- Does this building have enough income?
- When these tenants lease off will I get good rents?
- Does this market have a low vacancy rate such that I can re-lease quickly?
- When I have to re-lease, who will my competitors be?
- Based on other sales in this area is this a fair price?
- What multiple of revenues are other buildings selling for?
- Can I get reasonable financing for this property?
- Will you accept an offer of \$35 million?
- Will you accept these legal terms of sale?
- Did my engineers find structural or environmental flaws?

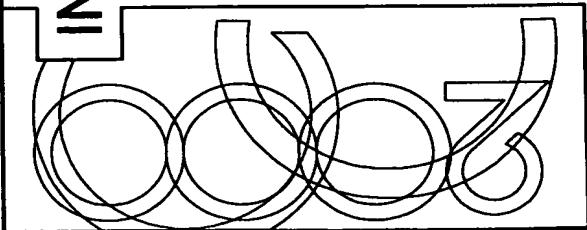


FIG.8

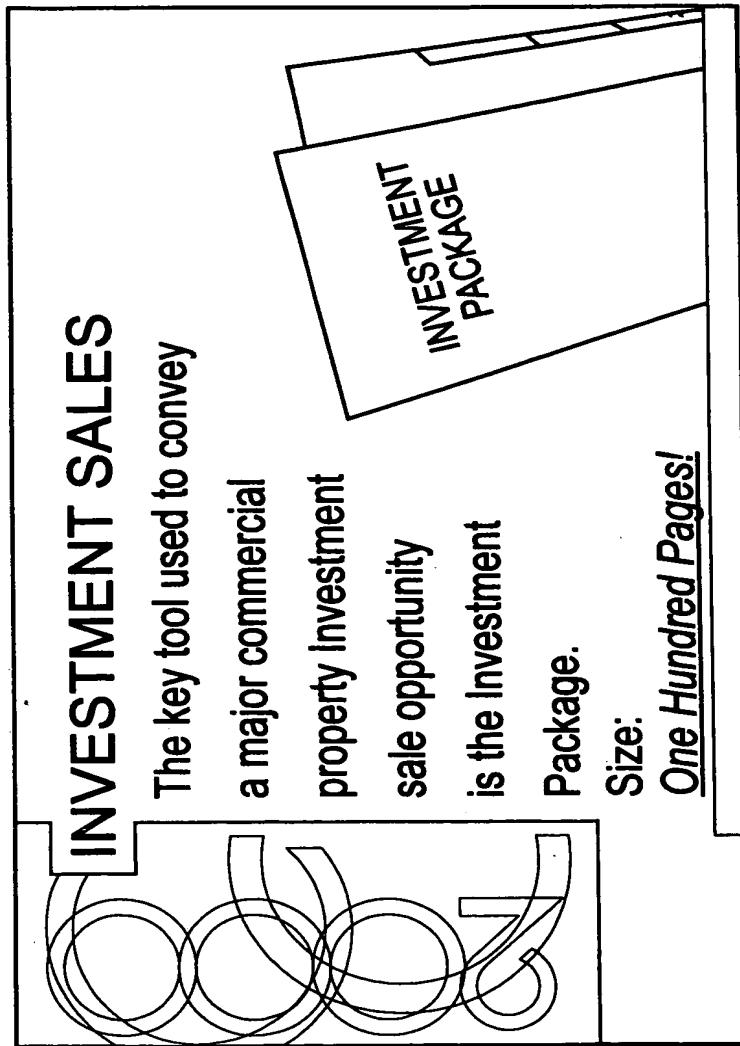


FIG.9

FOTOFON EASYSHOOT

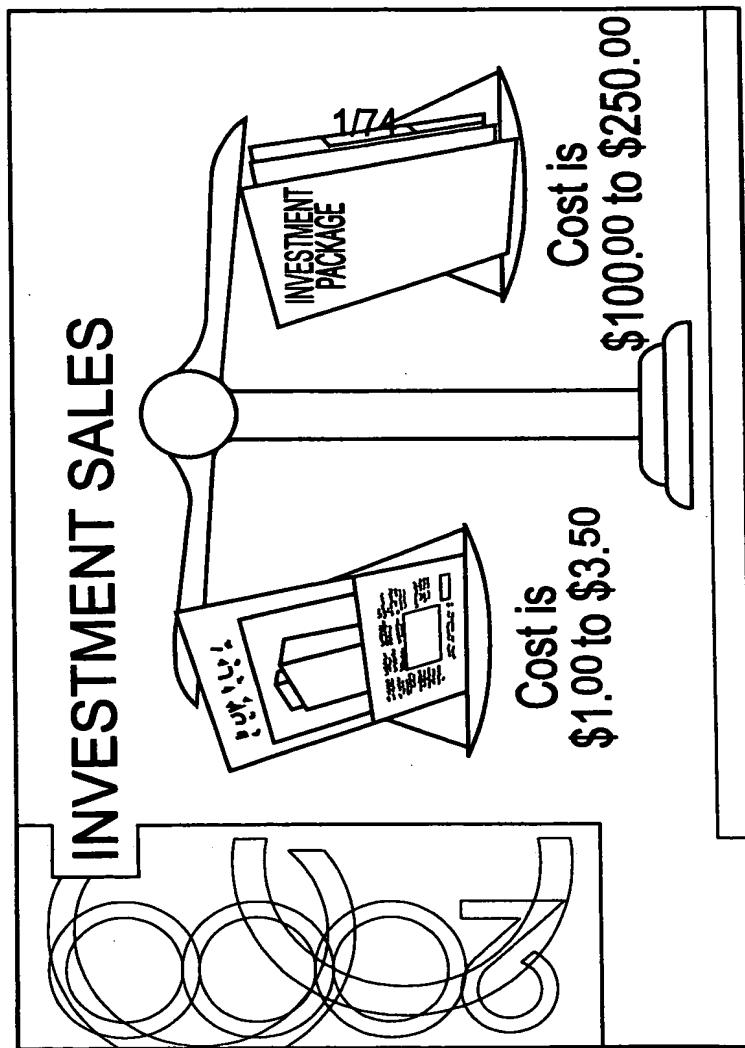


FIG.10

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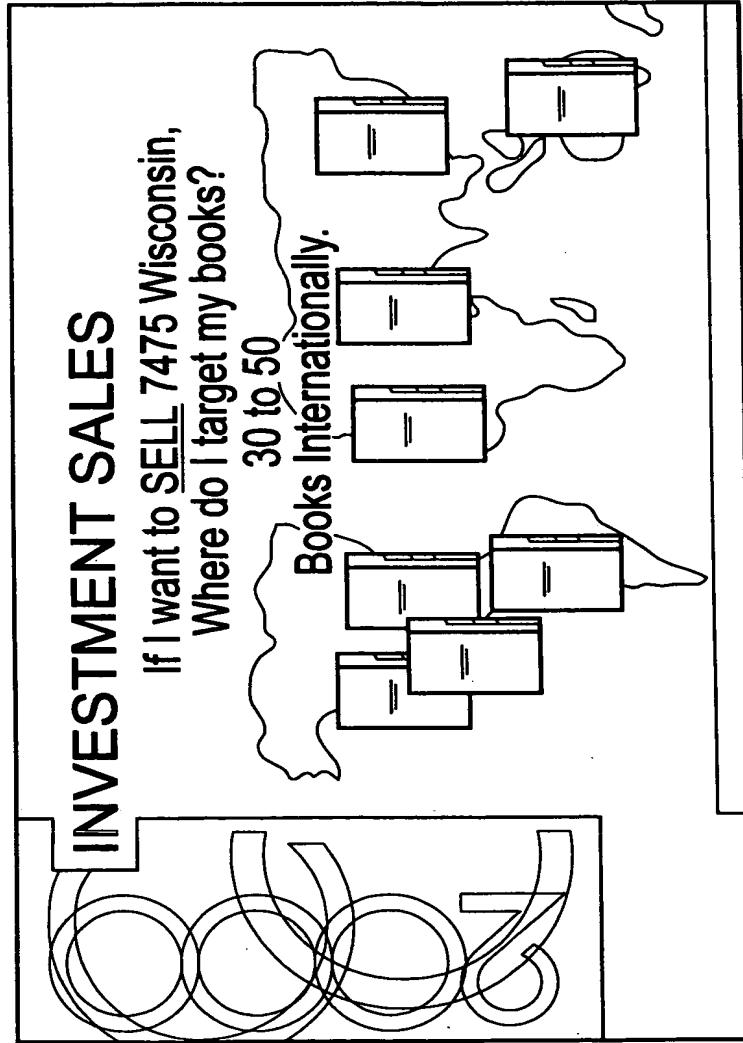


FIG.11

FOTOFON EDITIONS

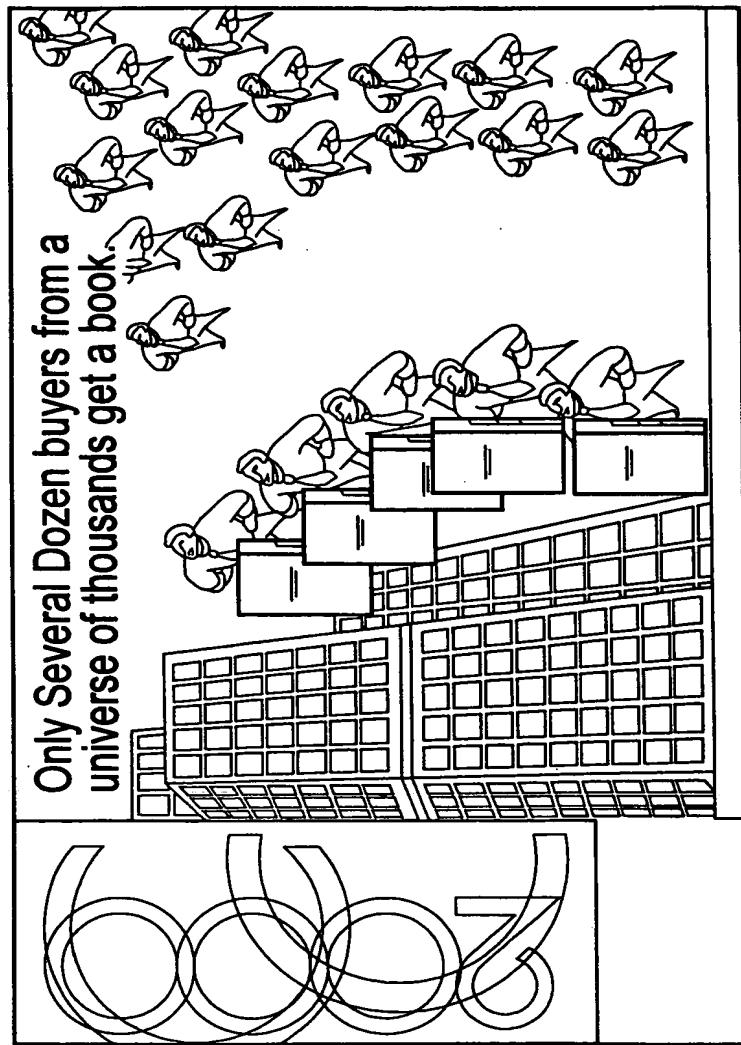


FIG.12

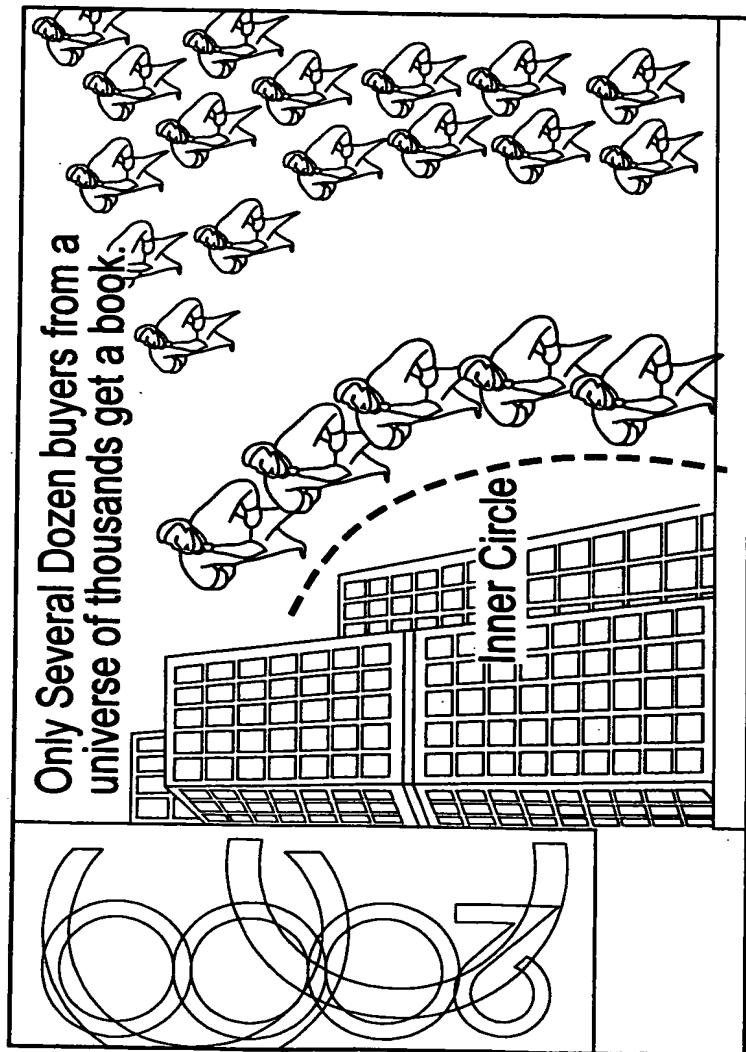


FIG. 13

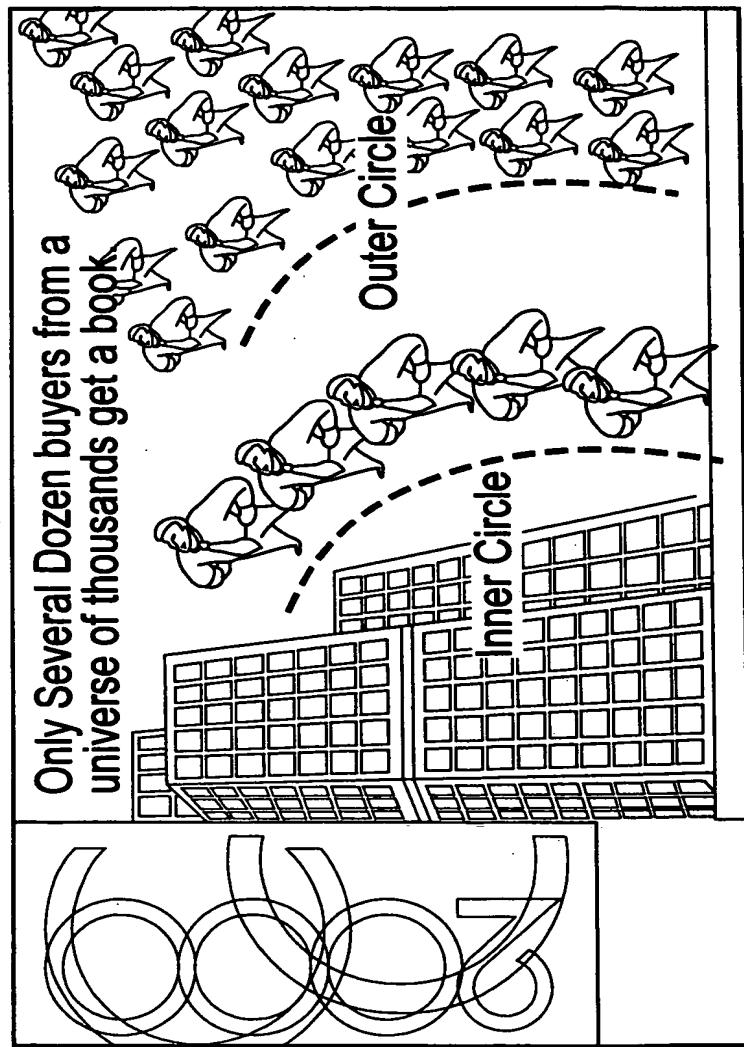


FIG. 14

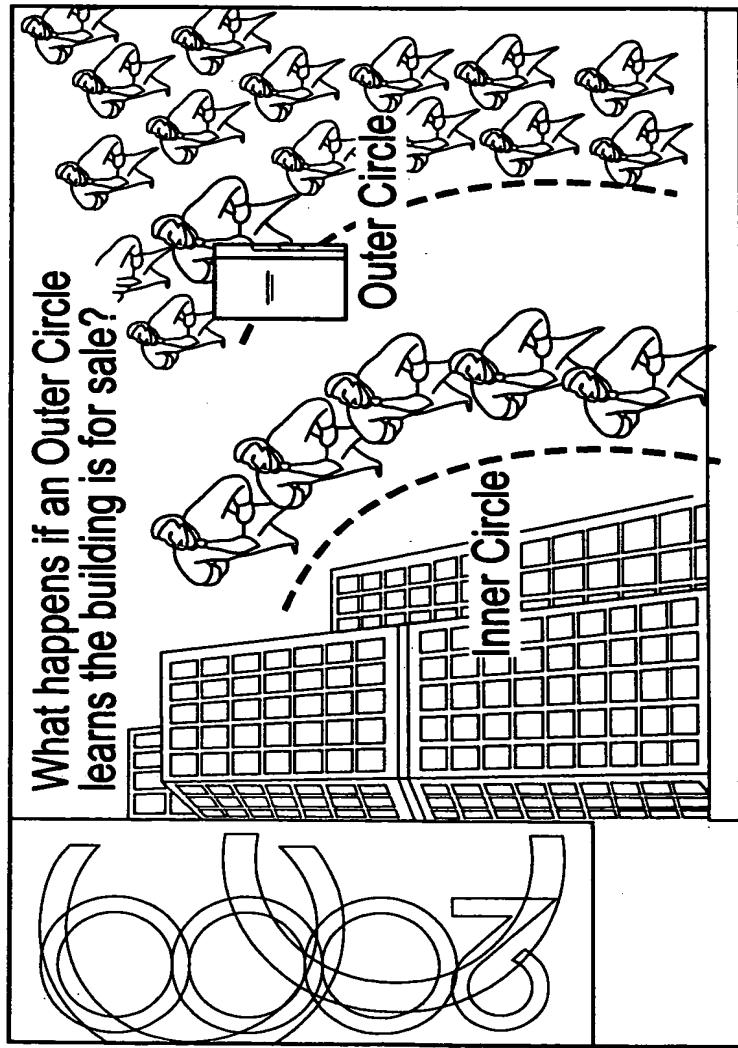


FIG.15

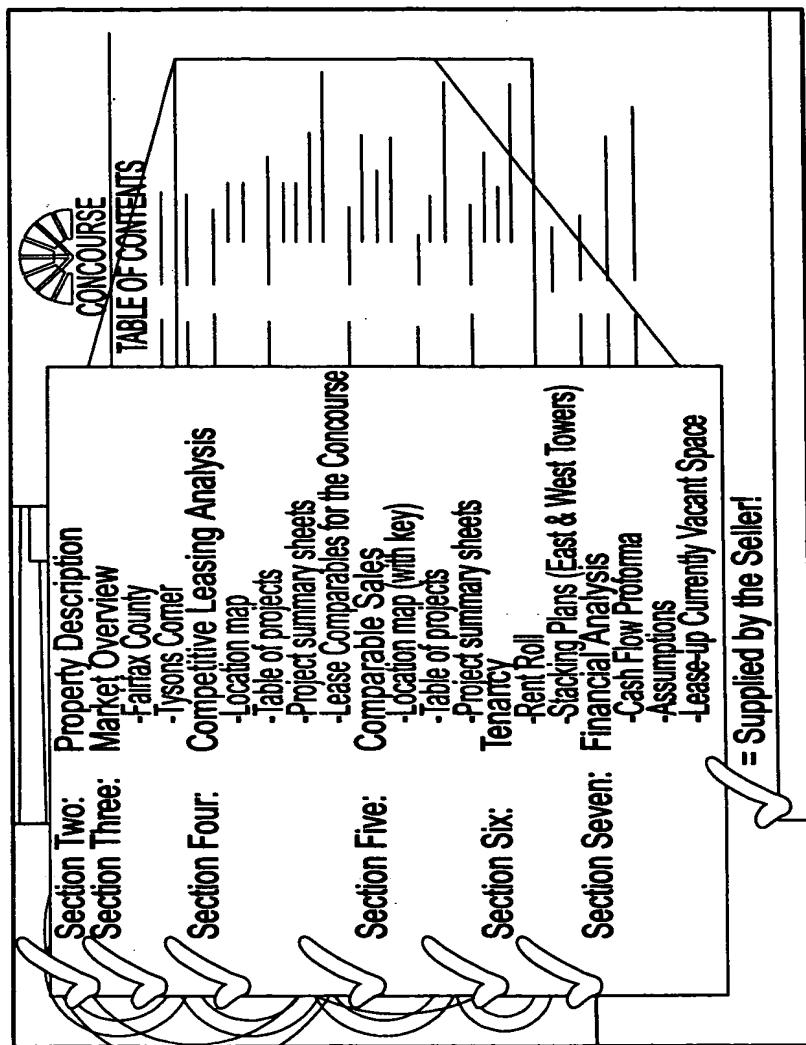
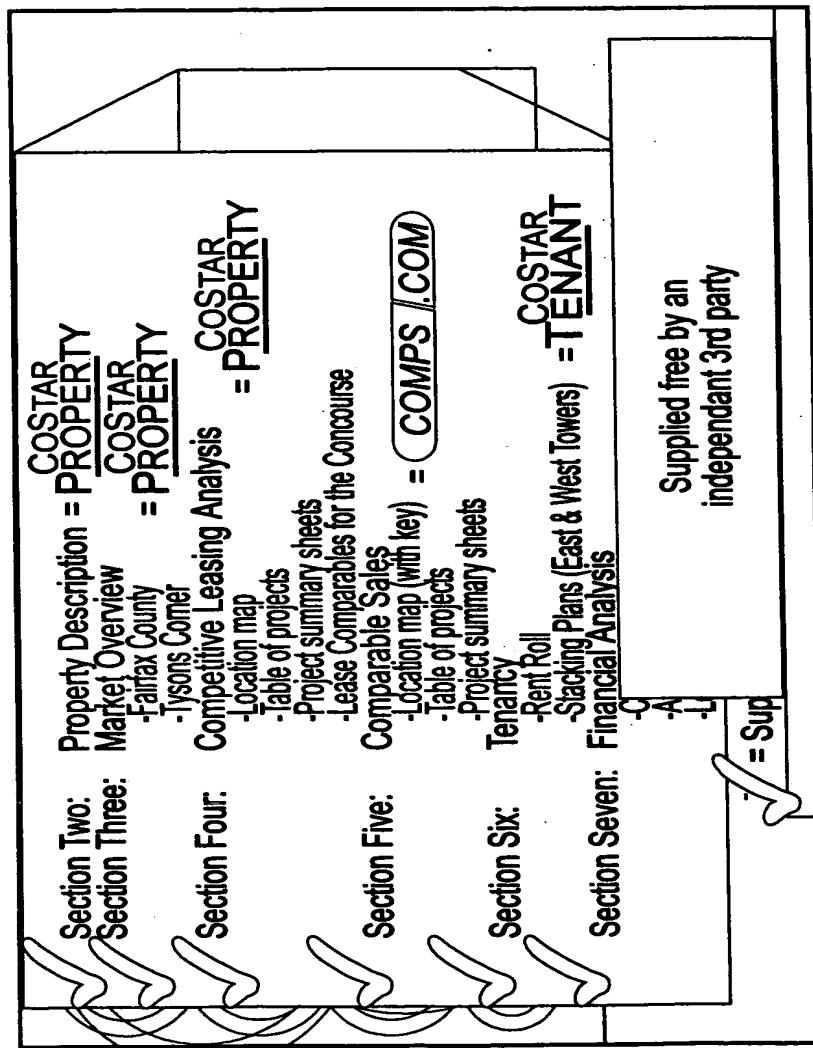


FIG. 16



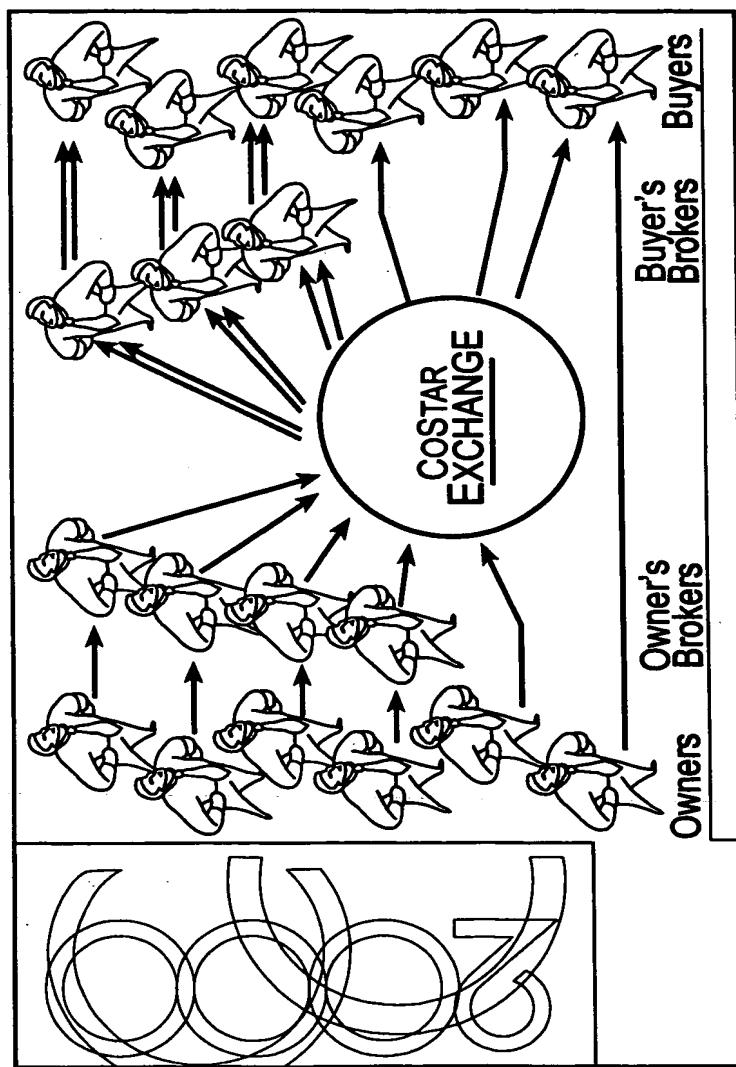


FIG. 18

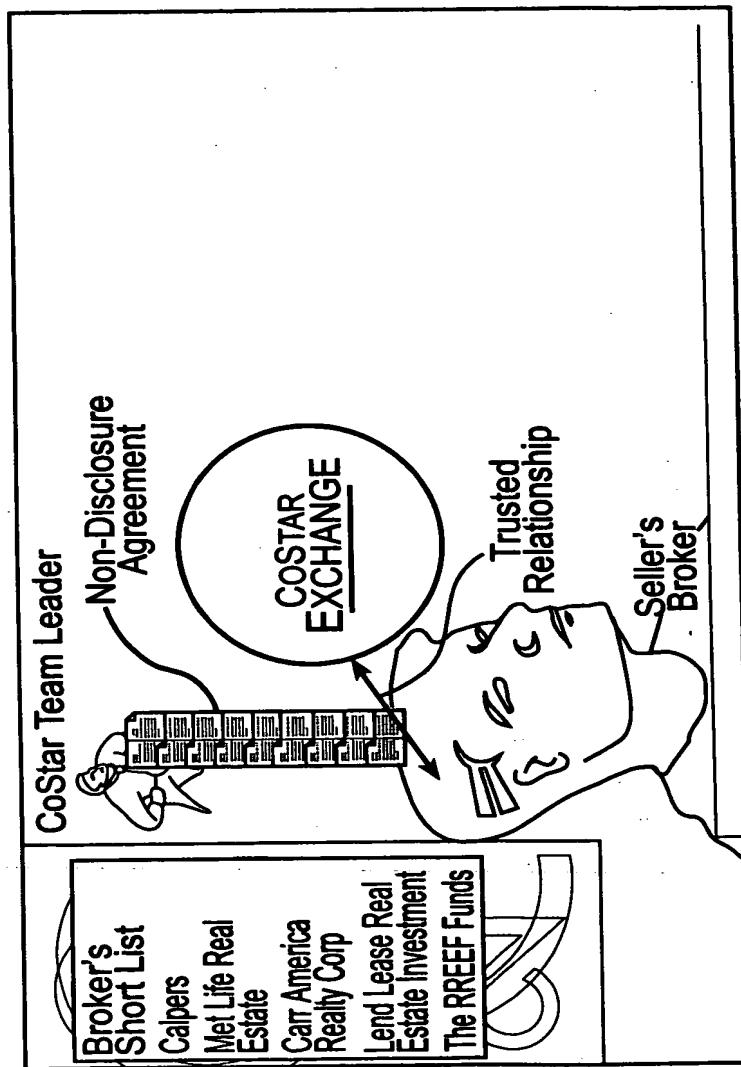


FIG.19

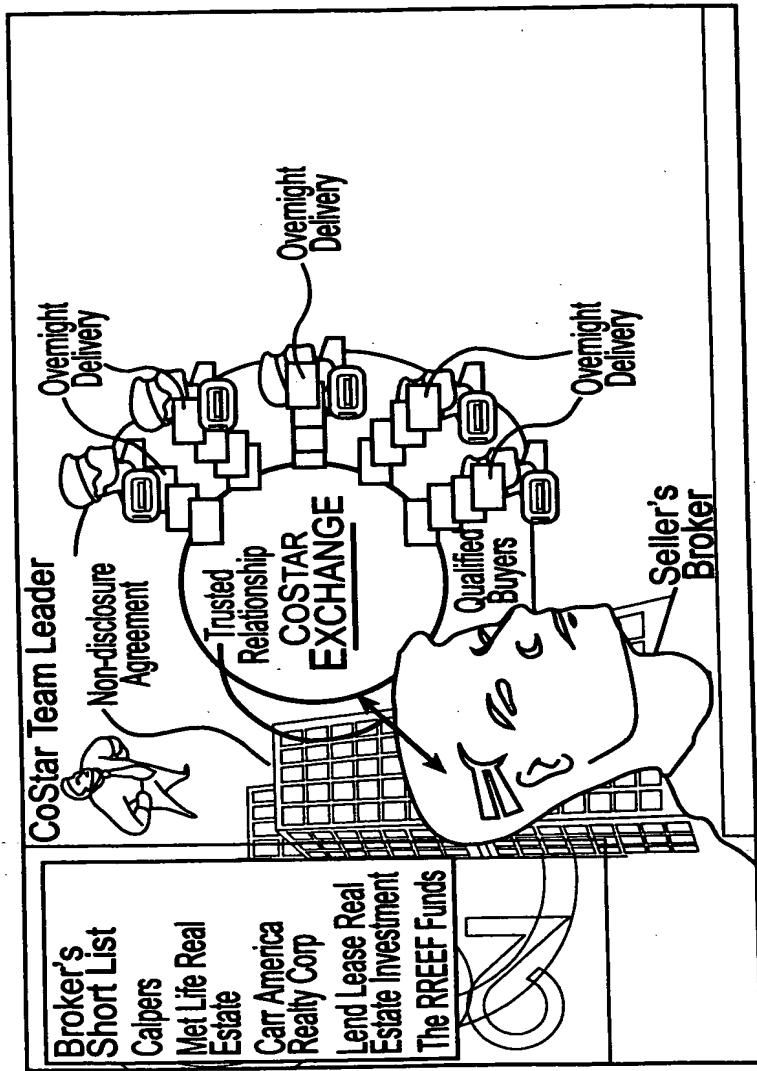


FIG.20

TOP SECRET EDITION

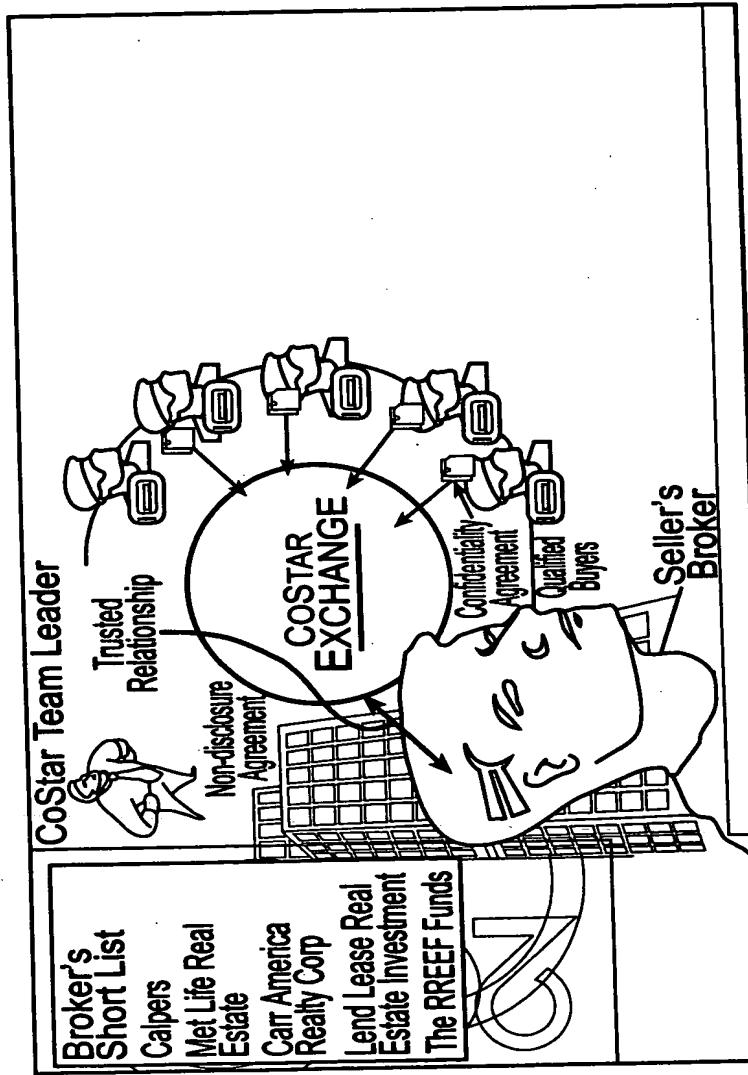


FIG.21

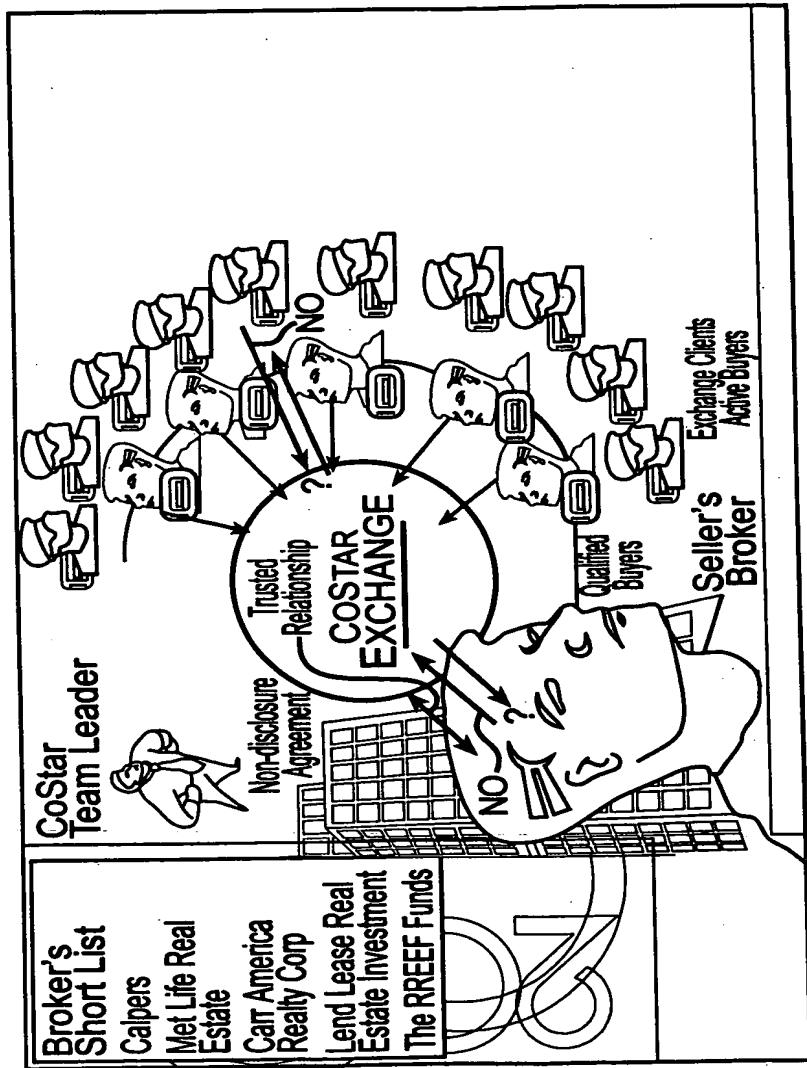


FIG.22

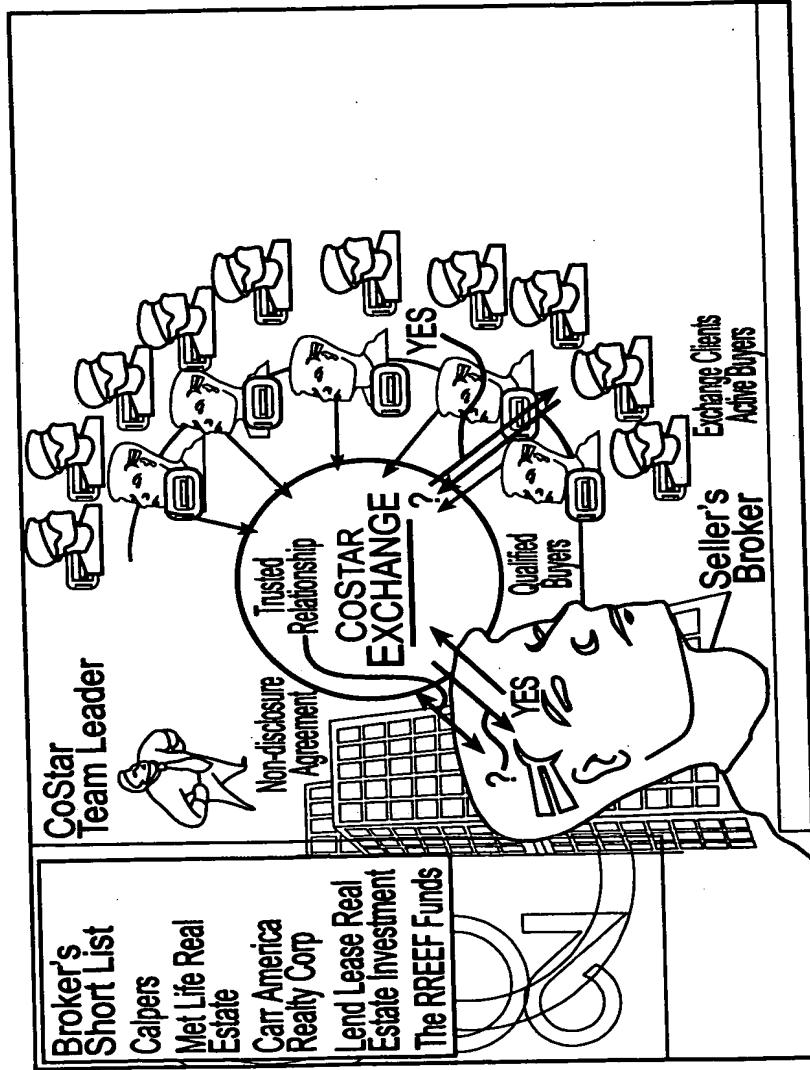


FIG.23

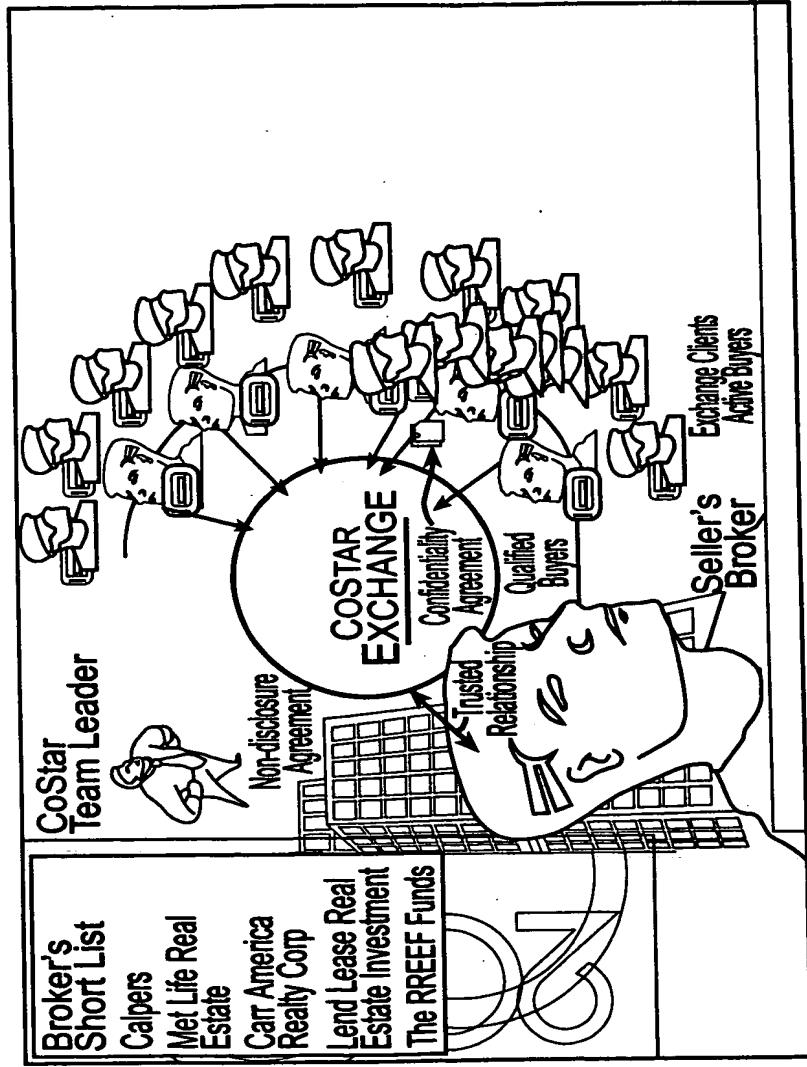


FIG.24

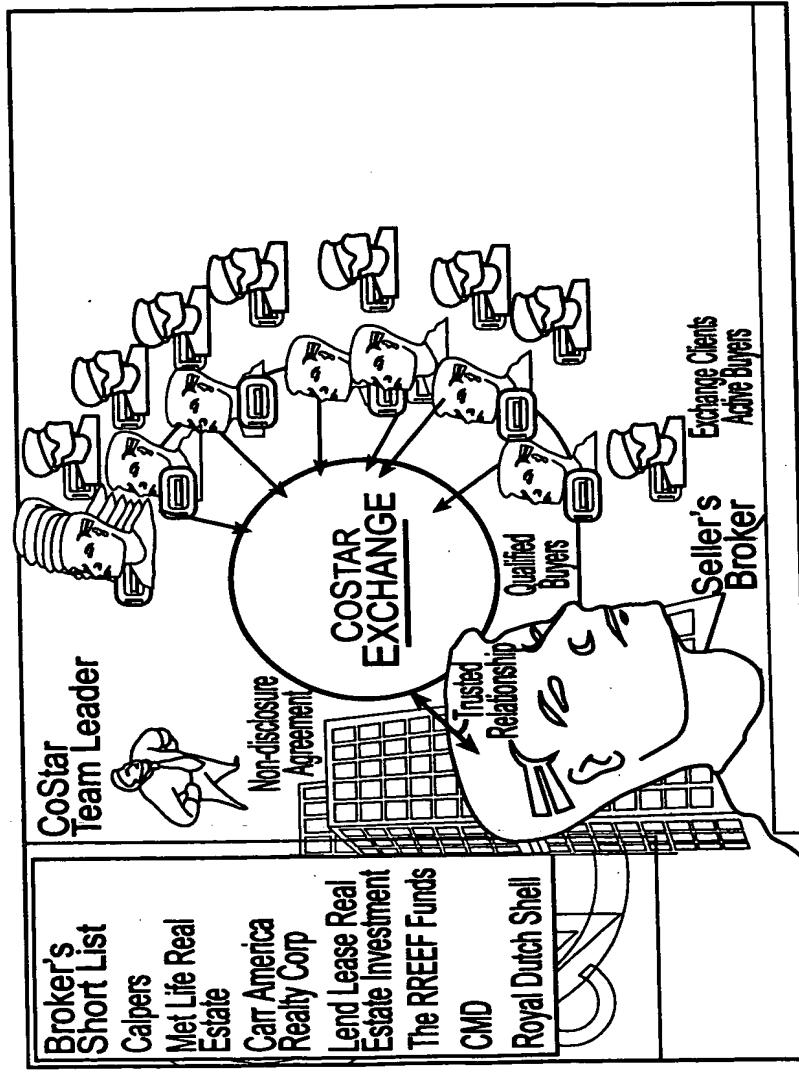


FIG.25

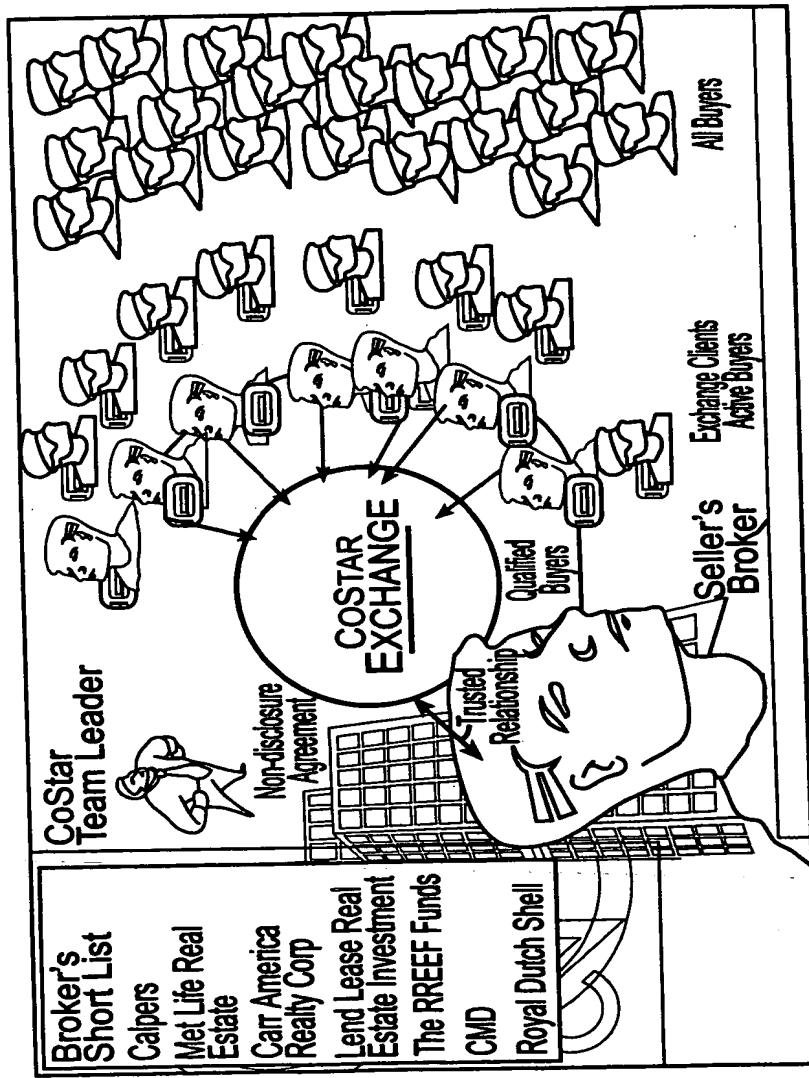


FIG.26

T O P D O W N C O O L E A S Y G O

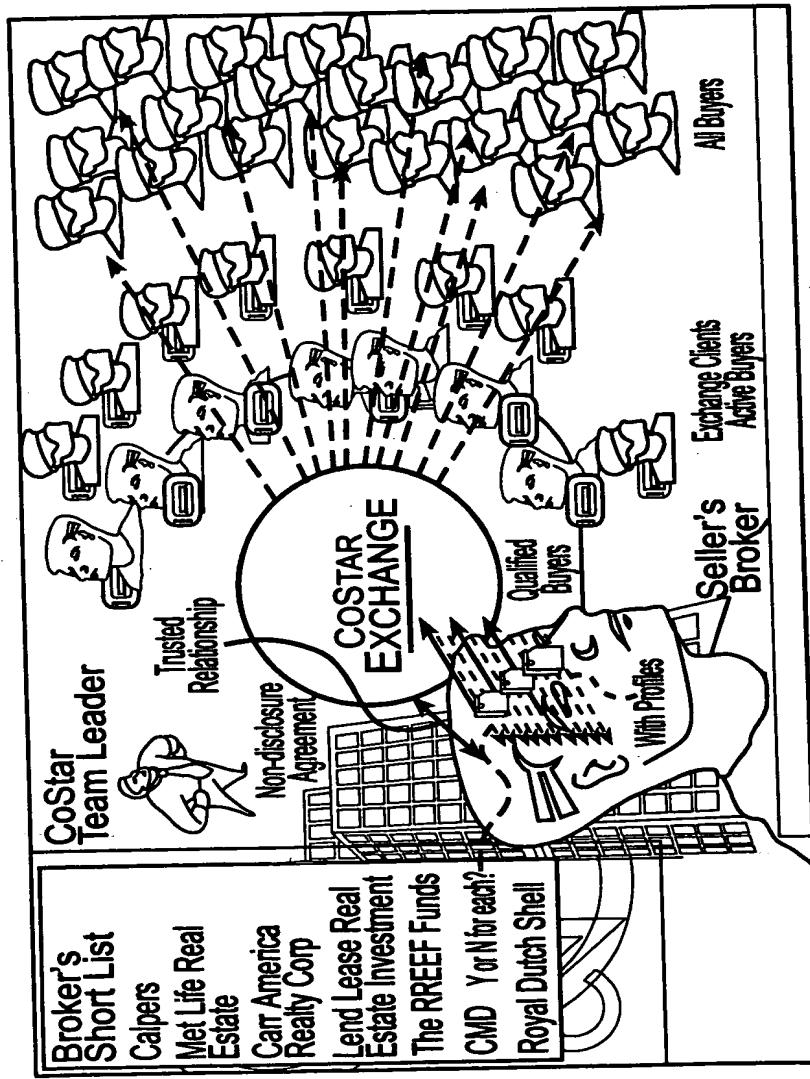


FIG.27

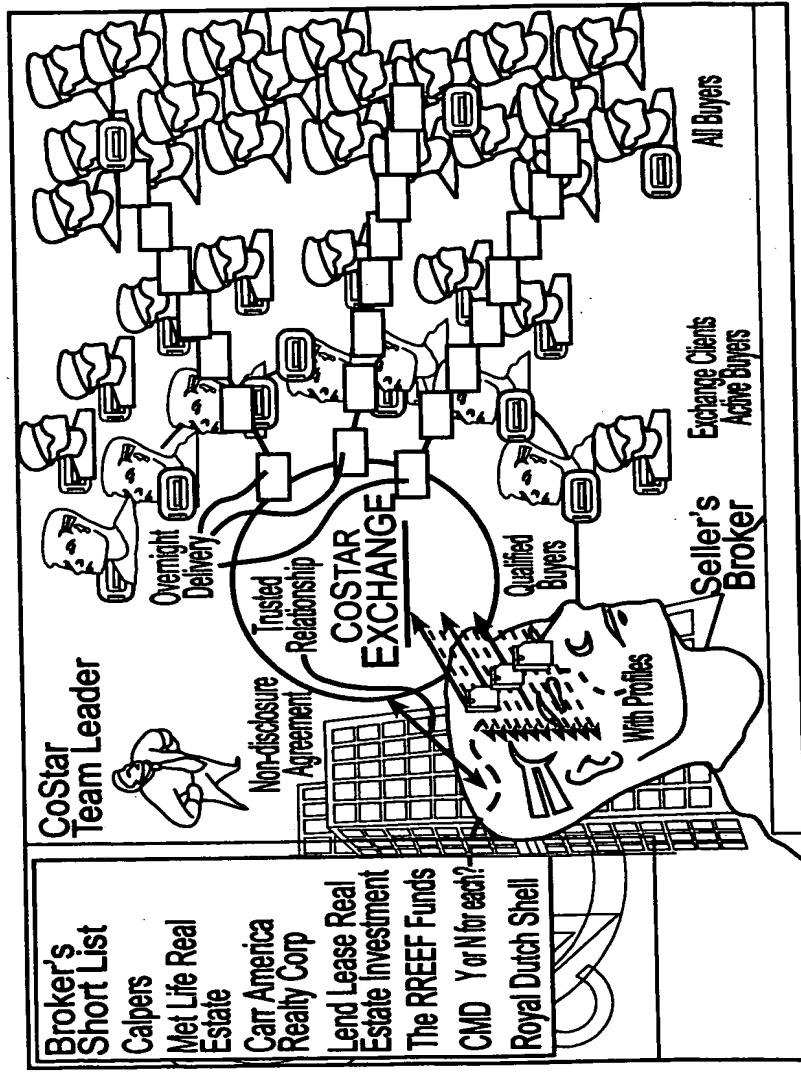


FIG.28

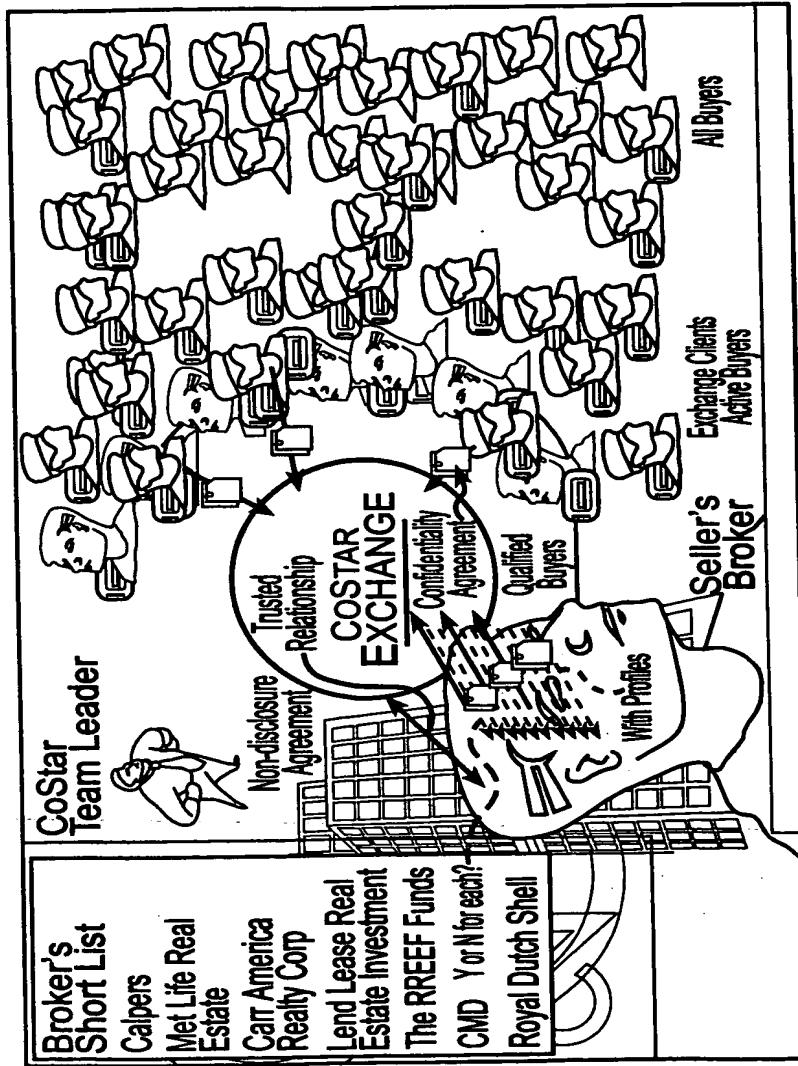


FIG.29

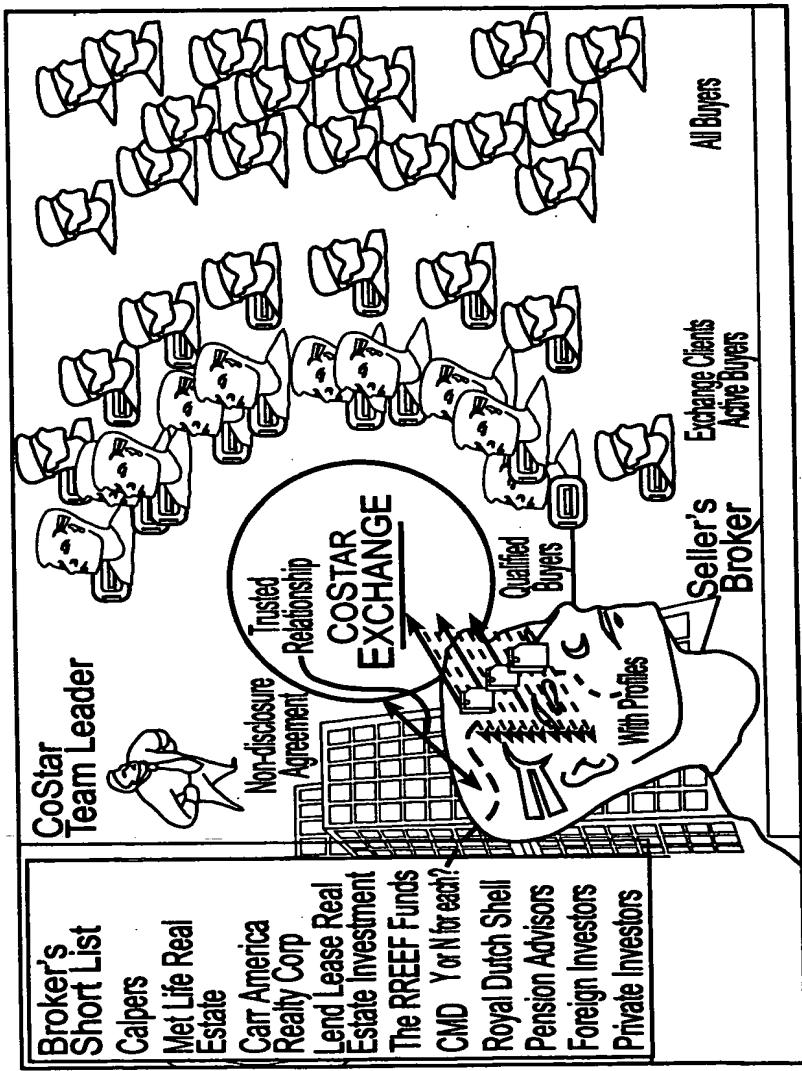


FIG.30

BENEFITS

to Seller or Seller's Broker

- o Free Service.
- o Highly secure and controlled distribution.
- o Broadens reach.
- o Allows development of private buyer network.
- o Accelerates transaction.
- o More qualified buyers.

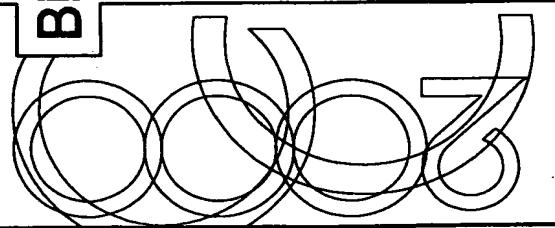


FIG.31

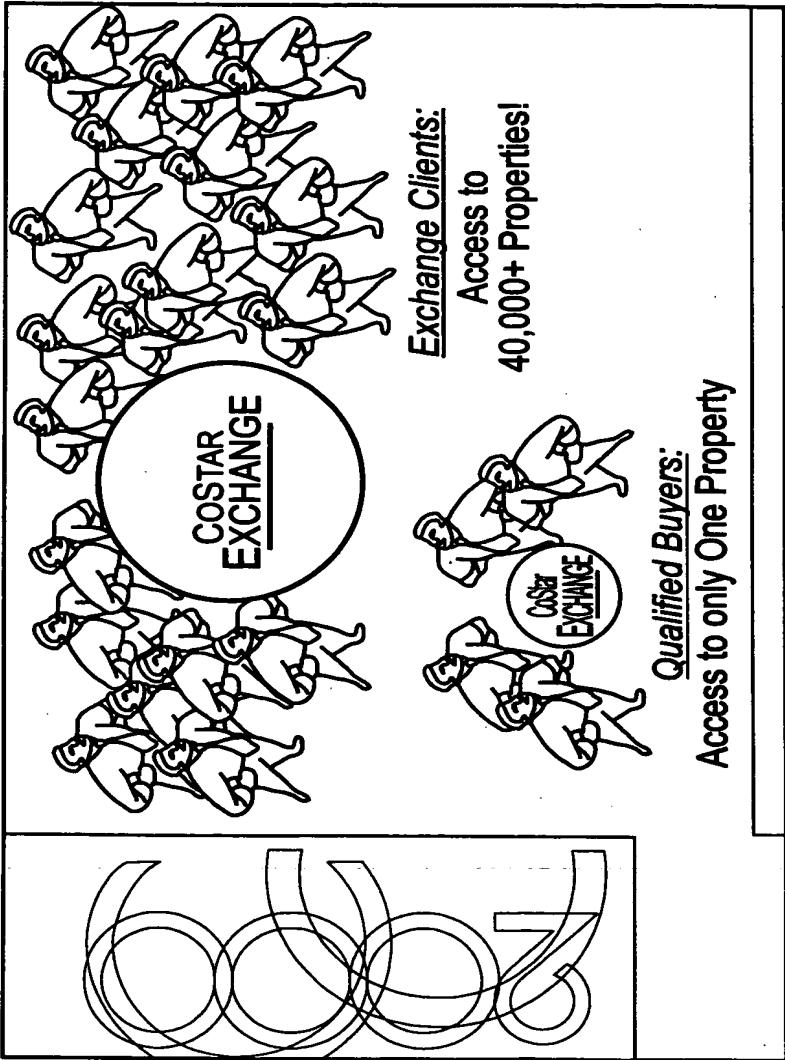


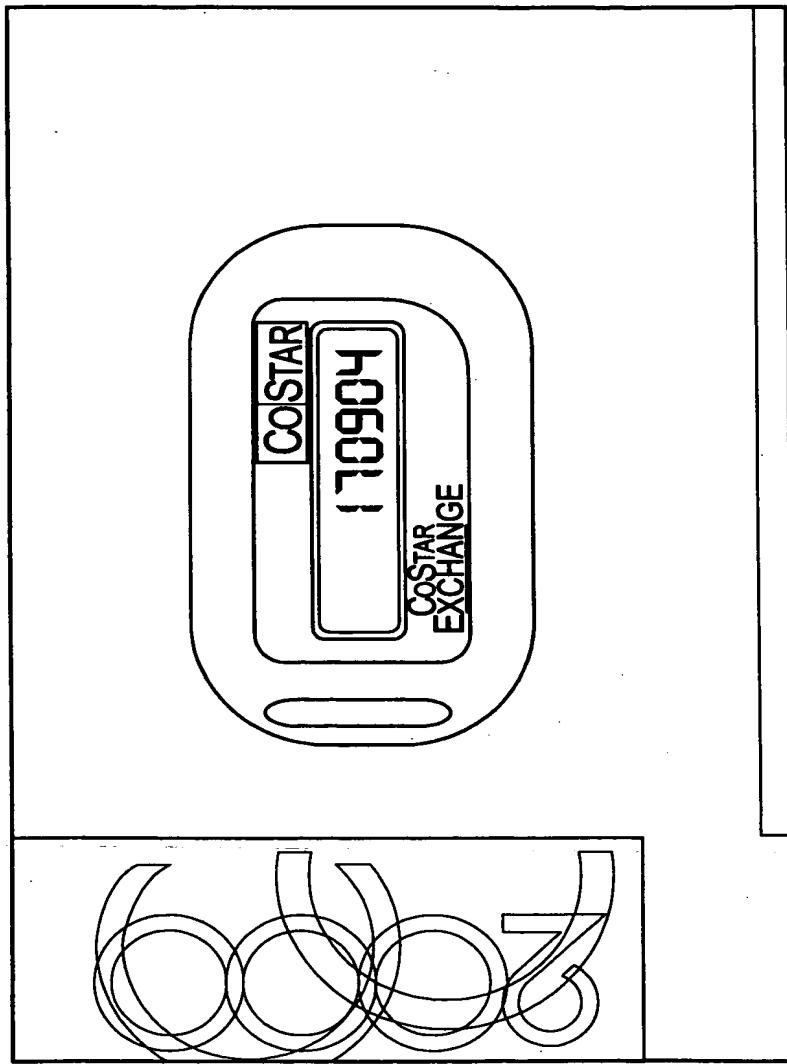
FIG.32

OUR REVENUE MODEL

- o Subscription Service, similar to CoStar.
- o Banner advertising revenue.
- o Lender referral fees.
- o Buyer/Seller matching Fees.
- o Click through revenue.
- o Enhanced listings fees.
- o Cost savings on comps.com data collection.

FIG.33

FIG.34



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COSTAR GROUP

For Sale | For Lease | Tenants | Sale Comps

Welcome to CoStar Exchange

COSTAR EXCHANGE
\$30.6 Billion
Commercial & Investment
Sale Properties

104
106

Lookup Property | Search Database | Add Listing

Saved searches, alerts, subscription membership,
professional profile, demo, FAQ, Confidential listings,
buyer/seller match, forms & contracts, help

Exchange is truly an industry breakthrough - with
39,417 detailed listings - integrated into the
widest range of on-line services ever offered.
Never before has the commercial real estate
market had such capability in searching, sorting,
reporting, tracking and underwriting - for so
many properties.

Top News Monday, December 28, 1999

Money Centric
by Mark Heschmeyer

Forget real estate, these days REITS are
making serious money in the telecom business. Some
of the nation's largest property owners have been
cashing in at the stock market by making targeted, pre-
IPO investments in the relatively new proliferation of
building-based providers of broadband communications
services to businesses.
[Go to full story...](#)

Regional
Franklin Court Sold for \$115 Million

Boardroom
[Where Are We Growing?](#)

REIT
[Shopping Center REITs Join Forces](#)

Top Events
1/12/00 DC [CCIM Annual Forecast](#)

FIG.35

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Saved search list · Microsoft Internet Explorer
 File Edit View Favorite Tools Help

COSTAR EXCHANGE

[Saved Searches](#)

Lookup
New Search
Saved Searches
Add Listing
Alerts
Profile
Buyer Match
Forms/Contracts
Demo
FAQ
Help

Listed are searches that you previously saved. To view the results, click the Search Description.
 You can change the Notification for a search by clicking its current status.

| Description | Created | Notification? |
|---|----------------------|---------------|
| Saved Search 1 Office for M. Smith | 01/02/99 06:01:26 PM | YES |
| Saved Search 2 Office in VA for Rob Jones | 01/02/99 08:23:22 PM | YES |
| Saved Search 3 Industrial for Mike | 01/03/99 11:54:48 AM | NO |
| Saved Search 4 Industrial in DC | 01/03/99 02:45:51 PM | NO |
| Saved Search 5 Hotels for sale in NW region | 01/03/99 03:12:43 PM | YES |
| Saved Search 6 Vacant lots on east coast | 01/05/99 01:28:23 PM | YES |
| Saved Search 7 Office, DC, MD, & VA | 01/05/99 06:31:30 PM | YES |

[Back to Results List](#)

Done OrientNet

FIG.36

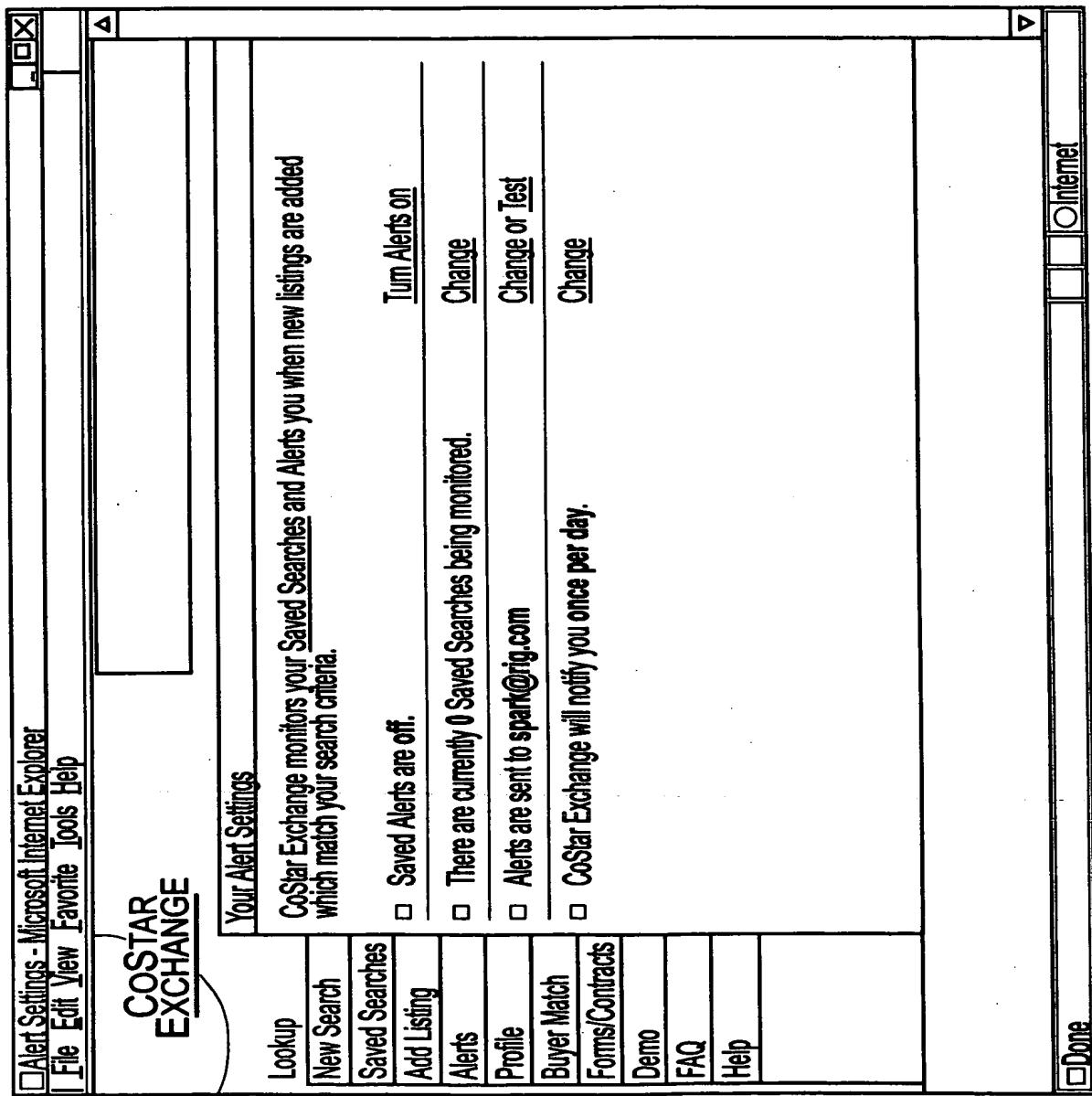


FIG. 37

□Professional Profile - Microsoft Internet Explorer
 File Edit View Favorite Tools Help

COSTAR EXCHANGE

Professional Profile

Your Professional Profile will help us customize your interactive experience on this site. Please fill it out completely. Enter any information you believe helps us to accurately reflect your professional background in commercial real estate.

All information is confidential. Your profile will be shared only with your approval when you request Proprietary Listing Information or submit capabilities identification. Please read [privacy policy](#) for more details.

Thank You.

First Name:
 Last Name:
 Title:
 Company:
 E-mail Address:
 Telephone:
 Fax:
 Address 1:
 Address 2:
 City:
 State:
 Zip:
 Principal:
 Broker:
 Other CRE Professional:
 Memberships: CCIM
 Property Interest: Office Industrial
 Multi-Family Hospitality Land Other
 Retail
 Location Interests:
 Transaction Range (\$): to
 Purchase Structure: Leveraged Cash
 Transaction History: Please summarize up to 10 key transactions you have been involved in during the past two years.
 Include for each:
 property value, type, city and closing date(s).
 (e.g. \$4,500,000 Office, LA, 3/99)
 I'm interested in: Subscription Membership
 Listing Properties in Exchange
 Banner Advertising

 Done Internet

Proprietary Listing Access - Microsoft Internet Explorer

File Edit View Favorites Tools Help

COSTAR EXCHANGE

2 of 257 [Next](#) [Back](#) [Results](#) [Remove](#) [Print](#) [New Search](#)

Confidential
Manhattan, NY
Class A Office Building Offered at \$205,000,000

Proprietary Listing Information

To obtain access to the proprietary information for this listing, please click on the link below.

Your request will be sent to the Listing entity along with the Professional Profile you completed when registering for the Exchange Service. You will soon be notified via email whether your request has been approved.

Non-disclosure Terms and Conditions

I accept

Done Internet

This screenshot shows a Microsoft Internet Explorer window displaying a listing from COSTAR EXCHANGE. The main content is a 'Proprietary Listing Information' page for a Class A Office Building in Manhattan, NY, offered at \$205,000,000. It includes a note about sending a request to the listing entity via email. At the bottom, there's a checkbox labeled 'I accept' and a 'Done' button. The browser's standard menu bar (File, Edit, View, etc.) and toolbar are visible at the top.

FIG.39

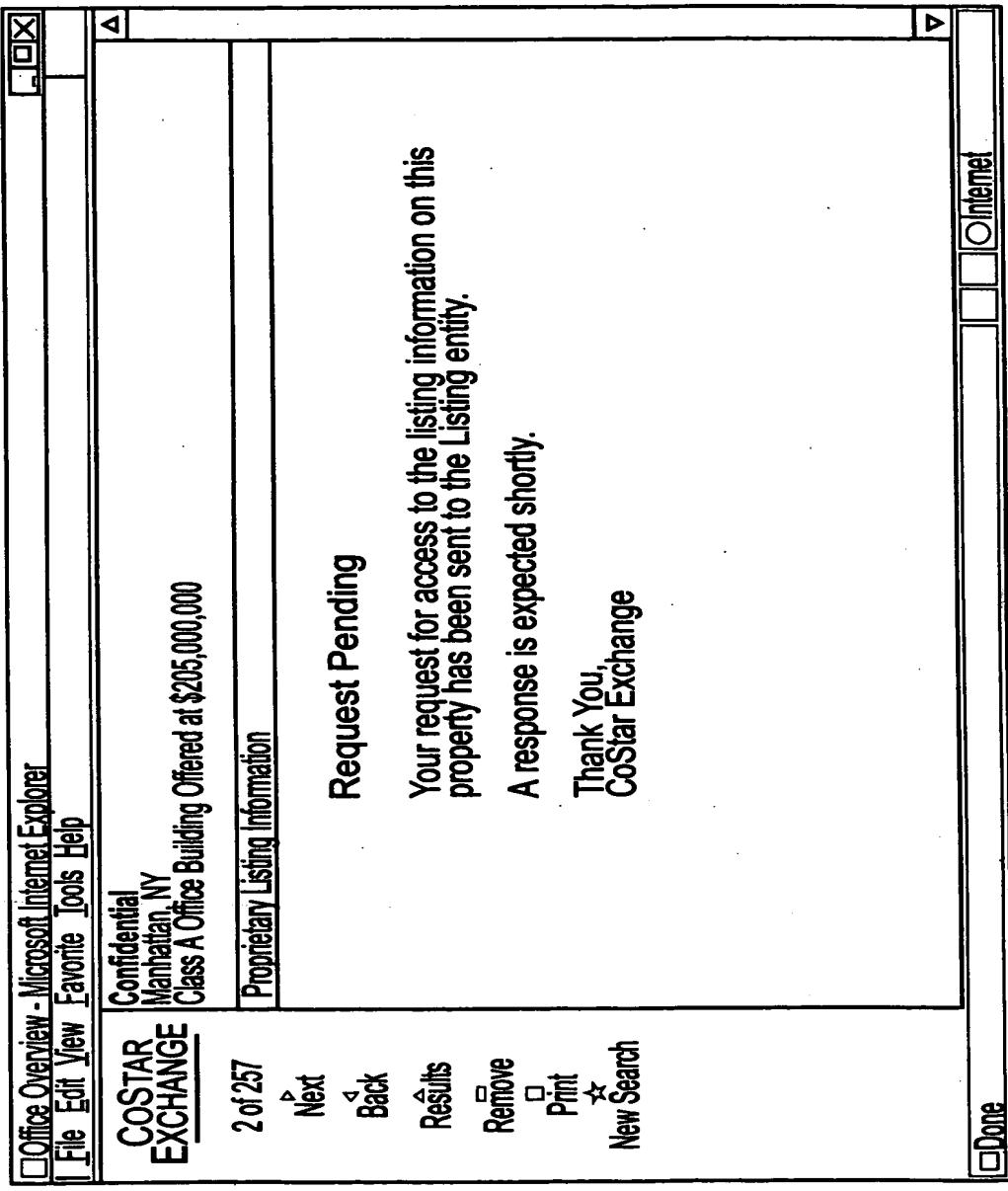


FIG.40

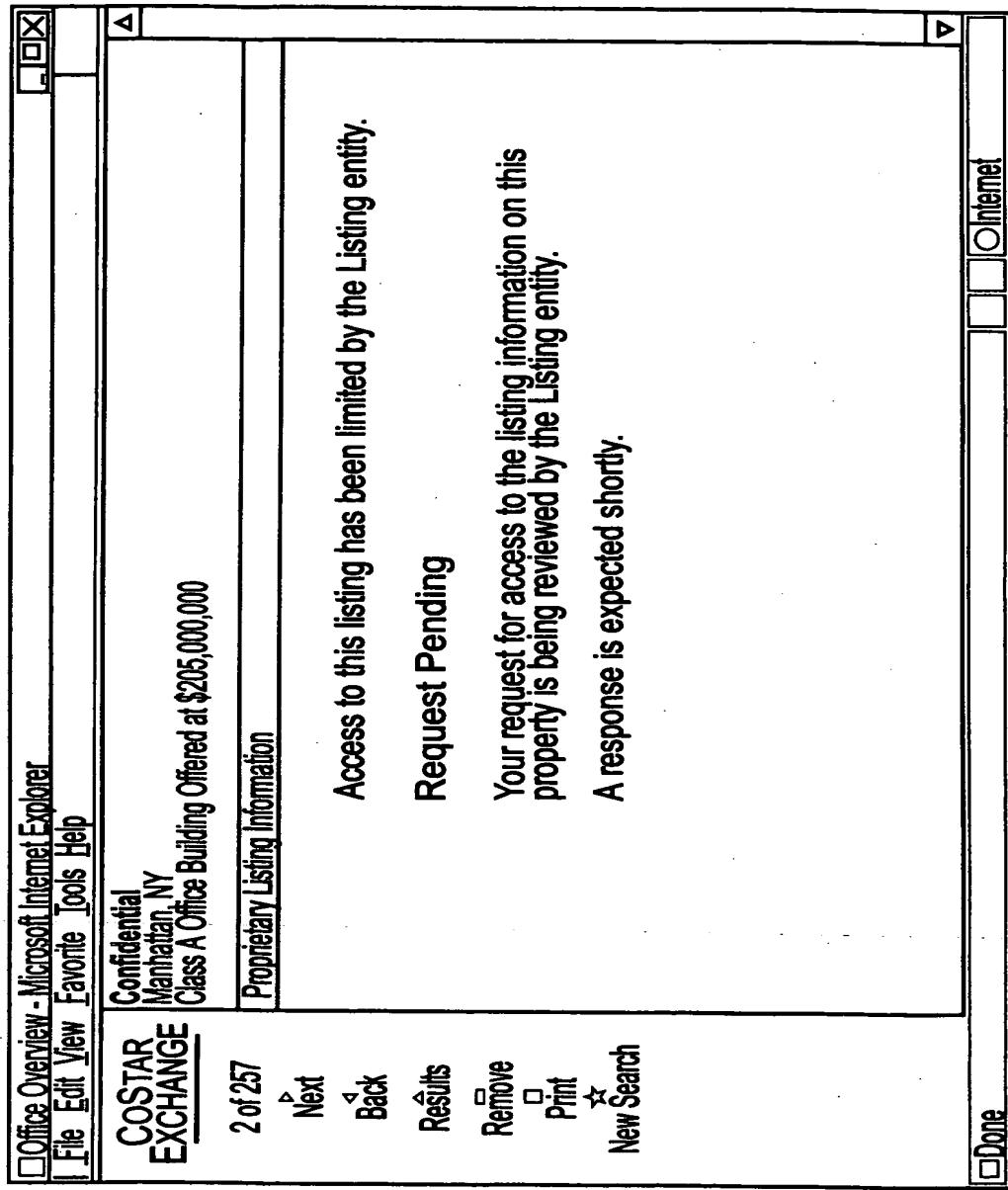


FIG.41

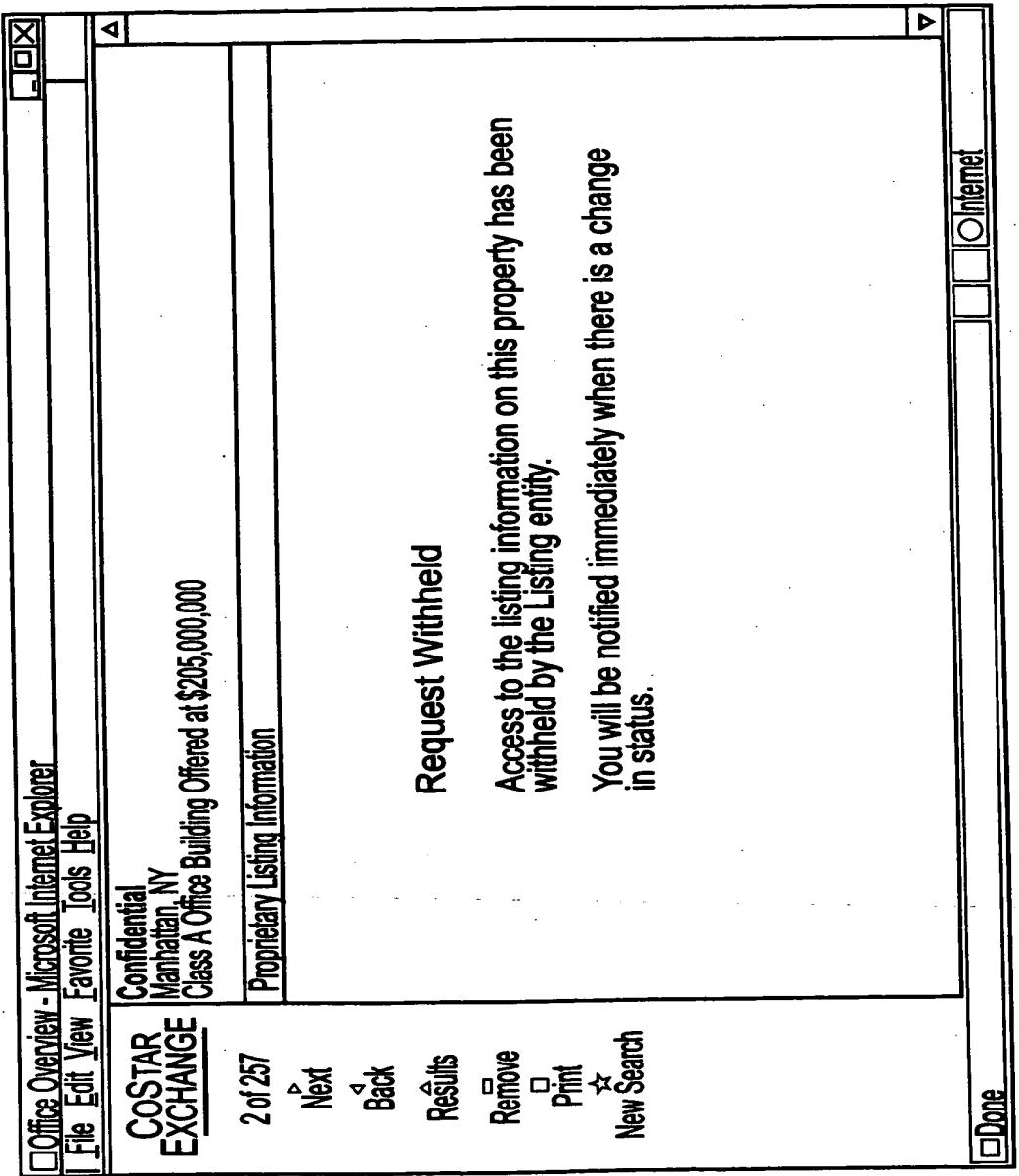


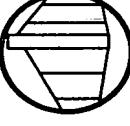
FIG.42

CoStar Exchange Homepage - Microsoft Internet Explorer
 File Edit View Favorite Tools Help

COSTAR EXCHANGE

Property Look Up

Enter Property Address, Name, Building Park, City, Submarket, Listing Company, or Listing Number to find:

Now, enter the State you are looking in:
 

Lookup **Search** **Saved Searches** **Add Listing** **Alerts** **Profile** **Buyer Match** **Forms/Contracts** **Demo** **FAQ** **Help**

Done Internet 

FIG.43

**COSTAR
EXCHANGE**
Property Look Up Results List
Exchange Home

| Print Results | Address | City | St | Pric | SF Size | Price/S | Cap | Type |
|----------------------|------------------------------|----------------|-----------|--------------|----------------|----------------|------------|----------------|
| | 1187 Central Park Plz | O Fallon | IL | \$ 2,500,000 | 14,280 | \$ 177,000 | | Retail |
| | 520 S Lafayette Park Pl | Los Angeles | CA | \$ 2,000,000 | 8,640 | \$ 233,000 | | Office |
| | 1630 Park 10 P | Houston | TX | \$ 5,071,220 | 3,712 | \$ 1,360 | 11,00 | Office |
| | 870 Park Place Blvd | Houston | TX | \$ 5,000,000 | 12,000 | \$ 400 | | Industrial |
| | 1630 Park 10 P | Houston | TX | \$ 4,878,000 | 6,000 | \$ 813 | 8,00 | Office |
| | 790 Park P | Long Beach | CA | \$ 5,000,000 | 6,000 | \$ 833 | | House |
| | 512 Parkway Plaza Blvd | Charlotte | NC | \$ 2,500,000 | 5,511 | \$ 444 | | Office |
| | 69 Park P | Atlanta | GA | \$ 2,500,000 | 5,000 | \$ 500 | | Industrial |
| | 1975 Park P N | Atlanta | GA | \$ 2,500,000 | 10,352 | \$ 240 | | Office |
| | 7627 Park Pace | Green Oak Two | GA | \$ 2,500,000 | 11,400 | \$ 217 | | Industrial |
| | 1957 Park P N | Atlanta | GA | \$ 2,500,000 | 6,000 | \$ 417 | | Office |
| | Park P | Messimine | FL | \$ 2,500,000 | 6,000 | \$ 417 | | and Office |
| | 102 Park P | Wilmington | DE | \$ 2,500,000 | 2,000 | \$ 1,250 | | and Office |
| | 1362 Monier Park Pl | Rancho Cordova | CA | \$ 2,500,000 | 5,000 | \$ 500 | | Industrial |
| | 46 Park P | Brentwood | CA | \$ 2,500,000 | 2,250 | \$ 1,083 | | and Industrial |
| | 1358 Monier Park P | Rancho Cordova | CA | \$ 2,500,000 | 3,750 | \$ 650 | | and Industrial |
| | 1801 Park Court Pl | Santa Ana | CA | \$ 2,500,000 | 13,400 | \$ 180 | | and Industrial |
| | Park Plaza Dr | Cerritos | CA | | | | | and Industrial |
| | Cherry Park Dr @ Copperfield | Houston | TX | | | | | and Industrial |
| | Park Plaza Dr | Cerritos | CA | | | | | and Industrial |

FIG.44

CoStar Exchange Homepage - Property Search - Microsoft Internet Explorer

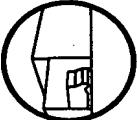
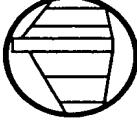
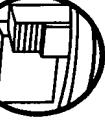
File Edit View Favorite Tools Help

COSTAR EXCHANGE

Search Step 1 Property Type

38,711 < Update Count ▲

Matching Properties Go To Step 2

| | | | | | |
|---|------------|--------------|---------|------|--|
| Home | New Search | Saved Search | Results | Help | |
| Select the type of property you are searching for. | | | | | |
| 1 Property 2 Location 3 Price 4 Size 5 Market 6 Results QC | | | | | |
|  Retail  Land  Industrial  Multi-Family  Office  Hospitality | | | | | |

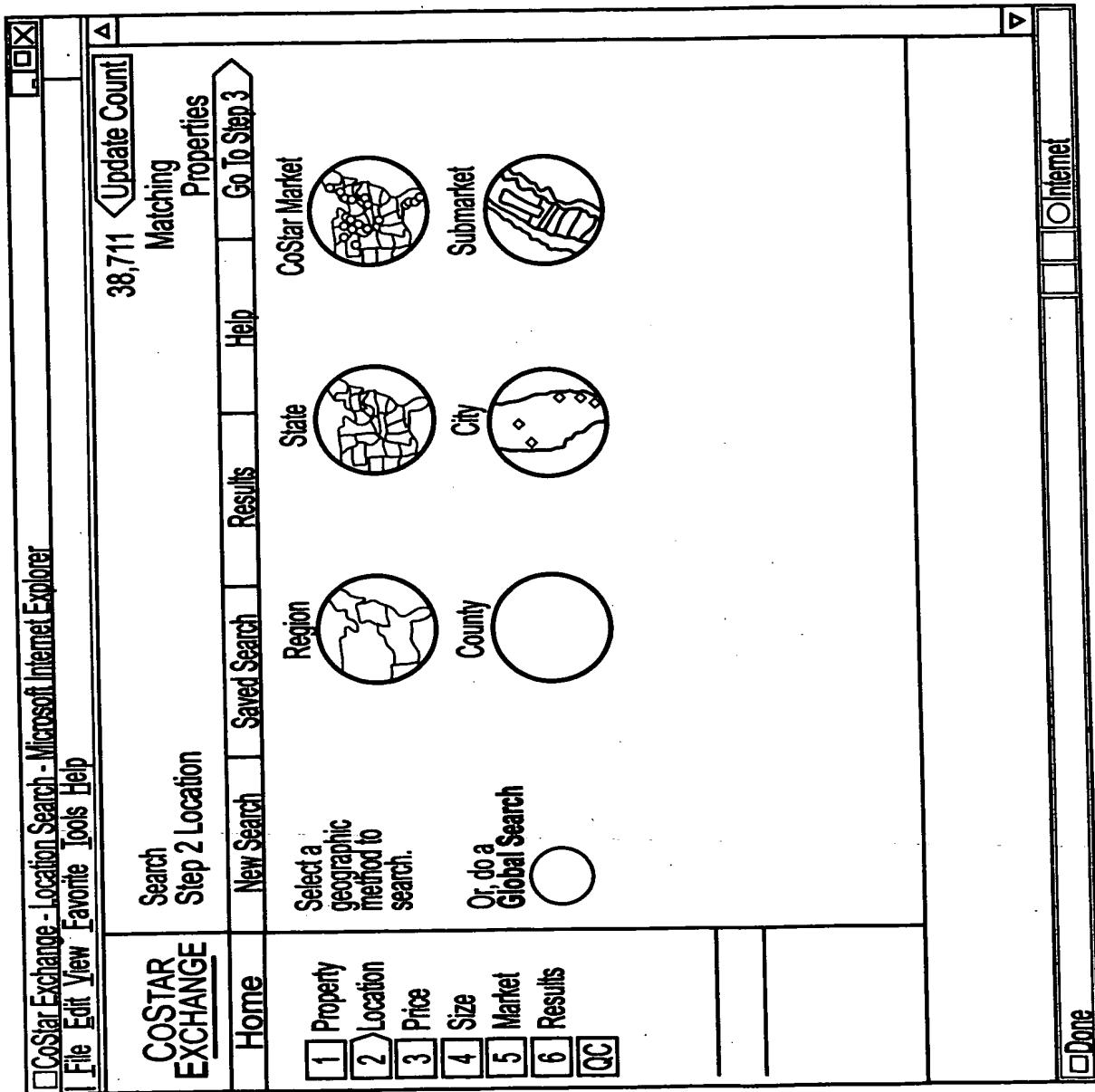
104 ↗

1102 ↘

Done

Internet

FIG.45

**FIG.46**

Search By Region

COSTAR EXCHANGE

Search Step 2 Location

[Home](#) [New Search](#) [Saved Search](#) [Results](#) [Help](#) [G](#)

Your Selections

West
 Midwest
 Southwest
 Northeast
 Mid-Atlantic
 Southeast

Select one or more regions from the map:

1 Location
2 Location
3
4
5
6

The map shows the outline of the contiguous United States with six regions labeled: WEST, MIDWEST, NORTHEAST, MID-ATLANTIC, SOUTHEAST, and SOUTHWEST. Each region is represented by a different shade of gray.

Click once to select, again to clear.

Select a different geographic method

FIG.47

http://208.205.186.21/ExchaneS/Search/PriceOffice.asp - Microsoft Internet Explorer

File Edit View Favorite Tools Help

38,711

COSTAR EXCHANGE

Search Step 3 Price Matching Properties Go To Step 4

Home New Search Saved Search Results Help Go To Step 4

Specify the financial condition of your search. You can choose both high and low ranges or just one condition.

| | |
|---|--|
| <input type="checkbox"/> Property | <input type="checkbox"/> Key Indicators |
| <input type="checkbox"/> Location | Sale Price <input type="text"/> <input type="text"/> <input type="text"/> % |
| <input type="checkbox"/> Price <input type="checkbox"/> SF | Price/SF <input type="text"/> <input type="text"/> <input type="text"/> % |
| <input type="checkbox"/> Size <input type="checkbox"/> Cap Rate | Cap Rate <input type="text"/> <input type="text"/> <input type="text"/> % |
| <input type="checkbox"/> Market | <input type="checkbox"/> Annual Income Values |
| <input type="checkbox"/> Results <input type="checkbox"/> QC | Gross Income <input type="text"/> <input type="text"/> <input type="text"/> % |
| | Net Operating Income <input type="text"/> <input type="text"/> <input type="text"/> % |
| | Pre Tax Cash Flow <input type="text"/> <input type="text"/> <input type="text"/> % |
| | <input type="checkbox"/> Financing |
| | Down Payment <input type="text"/> <input type="text"/> <input type="text"/> % |
| | Loan Amount <input type="text"/> <input type="text"/> <input type="text"/> % |
| | Loan Payment <input type="text"/> <input type="text"/> <input type="text"/> % |
| | <input type="checkbox"/> Annual <input type="checkbox"/> Monthly |
| | <input type="checkbox"/> Assessed Values |
| | Assessed Land Value <input type="text"/> <input type="text"/> <input type="text"/> % |
| | Assessed Improvement <input type="text"/> <input type="text"/> <input type="text"/> % |
| | Total Assessed Value <input type="text"/> <input type="text"/> <input type="text"/> % |
| | Ratio of Land/Improvements <input type="text"/> <input type="text"/> <input type="text"/> % |
| | Asking Price/Assessed Value <input type="text"/> <input type="text"/> <input type="text"/> % |

Done Internet

FIG.48

CoStar Exchange - Size Search - Microsoft Internet Explorer

File Edit View Favorites Tools Help

COSTAR EXCHANGE

Search Step 4 Size

38,711 <Update Count| Matching Properties Go To Step 5

Home New Search Saved Search Results Help

Specify the size and features you want CoStar Exchange to find.

| | |
|------------|--|
| 1 Property | Size |
| 2 Location | Total Rentable Space SF |
| 3 Price | Typical Floor Size SF |
| 4 Size | Stories |
| 5 Market | Characteristics |
| 6 Results | Year Built |
| QC | Year Built or Renovated |
| | Total Available SF |
| | Percent Leased |
| | Asking Rental Rates/SF |
| | \$ |
| | To |
| | To |
| | To |
| | To |
| | % |
| | <input type="checkbox"/> A <input type="checkbox"/> B <input type="checkbox"/> C |
| | <input type="checkbox"/> Income Property |
| | <input type="checkbox"/> Owner/User |
| | <input type="checkbox"/> Multi Tenant |
| | <input type="checkbox"/> Single Tenant |
| | <input type="checkbox"/> Multi Tenant |
| | <input type="checkbox"/> Single Tenant |
| | <input type="checkbox"/> Existing |
| | <input type="checkbox"/> Under Construction |
| | <input type="checkbox"/> Proposed |
| | <input type="checkbox"/> Do Not Include |
| | Company |
| | Listing Brokerage Company |

Done Internet

FIG.49

TOP SECRET//COMINT

CoStar Exchange - Market Search - Microsoft Internet Explorer

| File Edit View Favorite Tools Help

38,711 < Update Count ▲

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|-----------------------------------|-----------|----|----|--|--------------|--------------|----|-------------------------------|-----------|----|--|--|--------------|----|--|---------------------------------|-----------|----|--|--|--------------|----|--|----------------------------|-----------|----|----|--|--------------|----|----|--------------------------|-----------|----|----|--|--------------|----|----|
| COSTAR EXCHANGE <input type="checkbox"/> Home | Search Step 4 Size | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Matching Properties | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <input type="checkbox"/> 1 Property <input type="checkbox"/> 2 Location <input type="checkbox"/> 3 Price <input type="checkbox"/> 4 Size <input type="checkbox"/> 5 Market <input type="checkbox"/> 6 Results <input type="checkbox"/> QC | New Search | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Saved Search | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Results | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Help | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Get Results | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Specify the market conditions you want CoStar Exchange to find. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Vacancy & Absorption | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="0" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">Vacancy Rate</td> <td style="width: 10%;">In Region</td> <td style="width: 10%;">To</td> <td style="width: 10%;">%</td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td>%</td> </tr> <tr> <td>Point Increase Last 12 Months</td> <td>In Region</td> <td>To</td> <td></td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td></td> </tr> <tr> <td>Point Decrease Last 12 Months</td> <td>In Region</td> <td>To</td> <td></td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td></td> </tr> <tr> <td>12 Months Gross Absorption</td> <td>In Region</td> <td>To</td> <td>SF</td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td>SF</td> </tr> <tr> <td>12 Months Net Absorption</td> <td>In Region</td> <td>To</td> <td>SF</td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td>SF</td> </tr> </table> | | Vacancy Rate | In Region | To | % | | In Submarket | To | % | Point Increase Last 12 Months | In Region | To | | | In Submarket | To | | Point Decrease Last 12 Months | In Region | To | | | In Submarket | To | | 12 Months Gross Absorption | In Region | To | SF | | In Submarket | To | SF | 12 Months Net Absorption | In Region | To | SF | | In Submarket | To | SF |
| Vacancy Rate | In Region | To | % | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | % | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Point Increase Last 12 Months | In Region | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Point Decrease Last 12 Months | In Region | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 12 Months Gross Absorption | In Region | To | SF | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | SF | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 12 Months Net Absorption | In Region | To | SF | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | SF | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <input checked="" type="radio"/> Annual <input type="radio"/> Monthly | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="0" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">Asking Rental Rates/SF</td> <td style="width: 10%;">In Region</td> <td style="width: 10%;">\$</td> <td style="width: 10%;">To</td> <td style="width: 10%;"></td> </tr> <tr> <td></td> <td>In Submarket</td> <td>\$</td> <td>To</td> <td></td> </tr> </table> | | Asking Rental Rates/SF | In Region | \$ | To | | | In Submarket | \$ | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Asking Rental Rates/SF | In Region | \$ | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | \$ | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Inventory Ratios | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="0" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">Ratio of Net Absorption/Inventory</td> <td style="width: 10%;">In Region</td> <td style="width: 10%;">To</td> <td style="width: 10%;"></td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td></td> </tr> <tr> <td>Ratio of Gross Absorption/Inv</td> <td>In Region</td> <td>To</td> <td></td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td></td> </tr> <tr> <td>Ratio of Under Construction/Inv</td> <td>In Region</td> <td>To</td> <td></td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td></td> </tr> </table> | | Ratio of Net Absorption/Inventory | In Region | To | | | In Submarket | To | | Ratio of Gross Absorption/Inv | In Region | To | | | In Submarket | To | | Ratio of Under Construction/Inv | In Region | To | | | In Submarket | To | | | | | | | | | | | | | | | | | |
| Ratio of Net Absorption/Inventory | In Region | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ratio of Gross Absorption/Inv | In Region | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ratio of Under Construction/Inv | In Region | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Inventory | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="0" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">Total Building Inventory SF</td> <td style="width: 10%;">In Region</td> <td style="width: 10%;">To</td> <td style="width: 10%;"></td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td></td> </tr> <tr> <td>Average Building Size SF</td> <td>In Region</td> <td>To</td> <td></td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td></td> </tr> <tr> <td>Number of Buildings</td> <td>In Region</td> <td>To</td> <td></td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td></td> </tr> <tr> <td>Under Construction SF</td> <td>In Region</td> <td>To</td> <td></td> </tr> <tr> <td></td> <td>In Submarket</td> <td>To</td> <td></td> </tr> </table> | | Total Building Inventory SF | In Region | To | | | In Submarket | To | | Average Building Size SF | In Region | To | | | In Submarket | To | | Number of Buildings | In Region | To | | | In Submarket | To | | Under Construction SF | In Region | To | | | In Submarket | To | | | | | | | | | |
| Total Building Inventory SF | In Region | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Average Building Size SF | In Region | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Number of Buildings | In Region | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Under Construction SF | In Region | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | In Submarket | To | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

FIG.50

CoStar Exchange - Search Results - Microsoft Internet Explorer

[File](#) [Edit](#) [View](#) [Favorite](#) [Tools](#) [Help](#)

COSTAR EXCHANGE

Your Search Results
More than 250 properties found

| Home | New Search | Save Search | Add Property | Remove Property | View Details | | | |
|------------|----------------------------|-------------|--------------|-----------------|--------------|----------|-----|-------|
| 1 Property | Address | City | St. | Price | SF Size | Price/SF | Cap | Class |
| 2 Location | 1955 Peachtree St NE | Atlanta | GA | \$37,000,000 | 344,974 | \$107 | | A |
| 3 Price | 6800 Murphy Ave SW | Atlanta | GA | \$21,000,000 | 110,000 | \$191 | 500 | C |
| 4 Size | 773 The Exchange SE | Atlanta | GA | \$12,000,000 | 197,708 | \$61,000 | | B |
| 5 Market | 170 Howell Mill Rd NW | Atlanta | GA | \$12,000,000 | 210,000 | \$57,143 | | C |
| 6 Results | 6240 Shiloh Rd | Alpharetta | GA | \$12,000,000 | 27,644 | \$441 | | A |
| Print | 5801 Peachtree Dunwoody Rd | Atlanta | GA | \$12,500,000 | 22,233 | \$561 | | A |
| QC | 1409 Peachtree St NE | Atlanta | GA | \$12,500,000 | 42,000 | \$300 | | B |
| Done | 7309 Peachtree St NE | Atlanta | GA | \$12,500,000 | 86,000 | \$147 | | C |
| | 2115 Monroe Dr NE | Atlanta | GA | \$12,500,000 | 122,000 | \$101 | | B |
| | 1775 Water St SE | Atlanta | GA | \$12,500,000 | 139,789 | \$91 | | C |
| | 1429 Peachtree St NE | Atlanta | GA | \$12,500,000 | 44,777 | \$282 | | B |
| | 110 North G St NW | Alpharetta | GA | \$13,400,000 | 47,000 | \$285 | | B |
| | 133 Luckie St NW | Atlanta | GA | \$13,400,000 | 47,000 | \$285 | | B |

Too many records were selected.
Only first 250 records are shown.

Internet

FIG.51

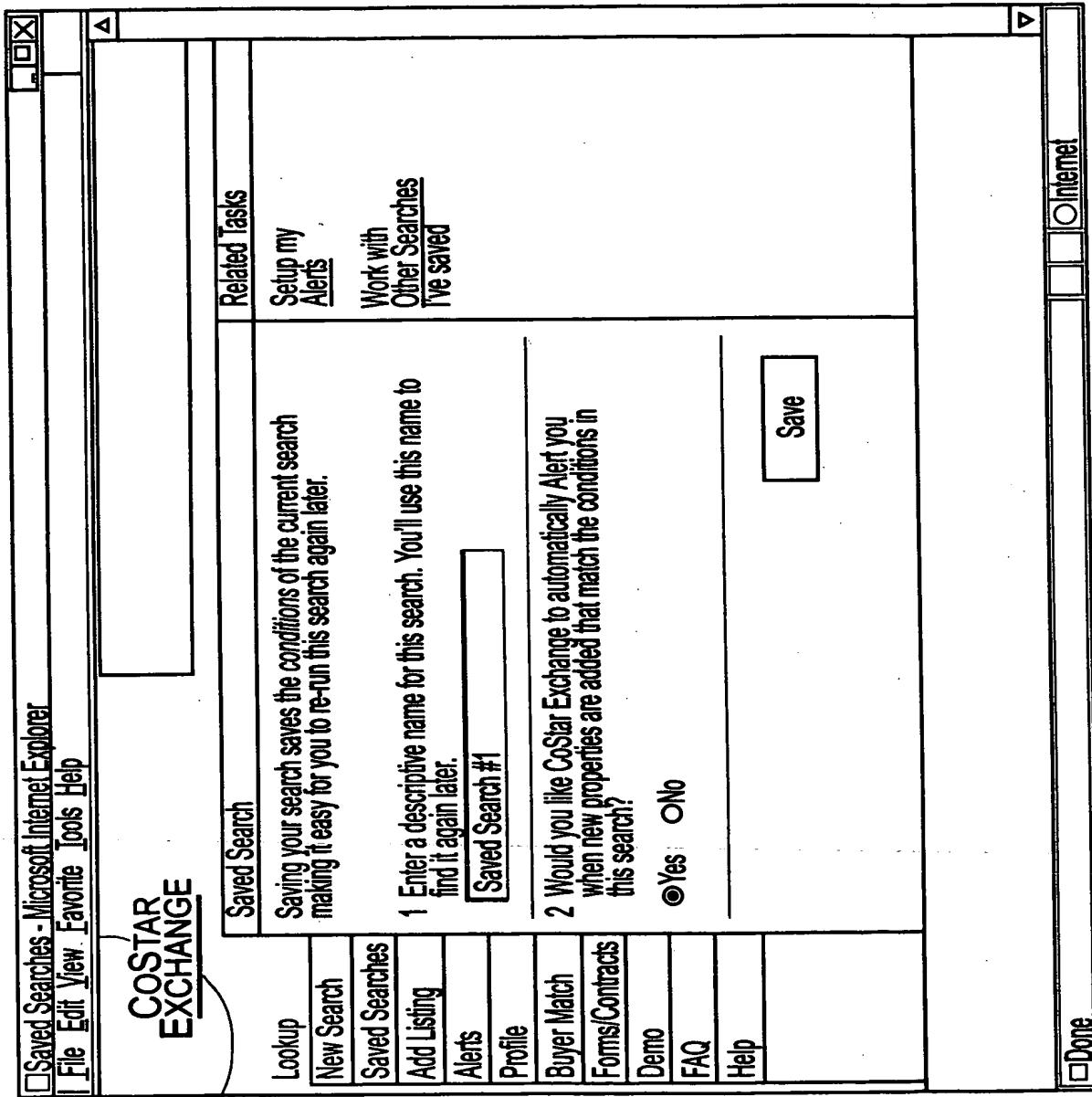


FIG.52

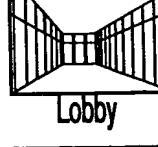
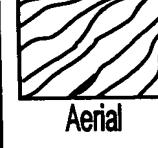
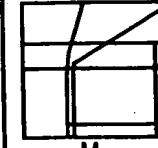
**CoSTAR
EXCHANGE**

of
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 Results
 Remove

 Print

 New Search

**9911 West Pico Blvd
Century Park Center
Los Angeles, California
Class A Office Building of 282,000 SF Offered at \$49,500,000**

| Overview | Financial | Tenants | Market | Comps | Map |
|---|---|---|--------|-------|-----|
| Investment Summary | | | | | |
|  | Price: \$49,500,000 Price/SF: \$175.98 Cap Rate: 8.52% Percent Leased: 96.0% | Building Size: 282,000 SF Land Area: 16,560 SF Year Built: 1973, Renov 1987 Sales Status: Under Contract | | | |
| Highlights | | | | | |
| The property offers upside potential in rental income. It has maintained historically high occupancy of 90% or greater. Credit tenants account for 65% of the leased space and included Source Capital and several others. The building was completely renovated in 1987 at a cost of over \$6,000,000. | | | | | |
| Property Description | | | | | |
|  | Building Size: 282,000 SF Number of Floors: 16 Typical Floor Size: 13,200 SF Core Factor: 11.4% Elevators: 4 | Building Class: Class A Land Area: 16,560 SF Lot Dimensions: 120x180 Building FAR: 13.2 Zoning: LAC2-IVL&O | | | |
|  | Percent Leased: 96.0% Available Space: 55,731 SF Vacant Space: 23,000 SF Number Tenants: 33 Avg Tenant Size: 8,545 SF | Parking Ratio: 3.8:1000 SF Open Parking: 350 Covered Parking: 722 Parking Spaces: 1,072 Parking Rates: \$120 Reserved | | | |
|  | ► Tenants enjoy ocean views and mountain views from all floors. The property is conveniently located between Century Park East and Roxbury Drive. | | | | |
|  | Assessment Values | | | | |
| | Assmt Land: \$24,150,000 Assmt Improvements: \$10,350,000 Total Assmt: \$34,500,000 | Property Tax Rate: 1.023% Annual Property Tax: \$560,000 Property Tax/SF: \$2.01 | | | |
| Location | | | | | |
| Metro Market: Los Angeles County: Los Angeles Submarket: West Los Angeles Zip Code: 90035 | | | | | |
| Map Book/Page: 41-C-15 Block/Lot: Not Specified Parcel Number: 413-01-297 | | | | | |
| ► Comments about the location will go here | | | | | |

CONT. ON FIG. 53B

FIG.53A

CONT.FROM FIG.53A

| | |
|--|--|
| Downloads | Building Team |
| Financial | Property Manager: Arden Realty |
| Risk & Sensibility | Developer: NoSpecified |
| Pro Forma Income | Architect: GenslerAssoc |
| Cash Flow Assumption | CoStar Contact: Andrew Harris (301)917-1970 (phone) (800)603-1301 (fax) |
| 10 Yr Cash Flow Schedule | Transaction Guidelines |
| Tenant | Sales Status: UnderContract |
| Rent Roll | Marketing: October7,1999-December14,1999 |
| Other Tenant Info | Final Offers: January15,2000 |
| PIX Tour | Contract Signing: February15,2000 |
| Pico & Elm | Closing: April15,2000 |
| Lobby | Active on Exchange: October28,1999 Last Update: November11,1999 Days on Market: 38 |
| | Presented By |
| | BeitlerRealtyServices 825S.Barrington LosAngeles,CA90025 |
| | BarryBeitler 310-820-2955(phone) 310-820-2956(fax) |
| | www.beitler.com |

FIG.53B

OFFICE EXCHANGE

Office Financial - Microsoft Internet Explorer

| File Edit View Favorite Tools Help

COSTAR EXCHANGE

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◀ Back

Results
Remove
Print
New Search

**9911 West Pico Blvd.
Century Park Center
Los Angeles, California
A 282,000 SF Office Building Offered at \$49,500,000**

Overview Financial Tenants Market Comps Map

Financial Overview

| | | | |
|-----------|--------------|-----------|-----------------|
| Price: | \$49,500,000 | Use: | Income Property |
| Price/SF: | \$175.98 | Cap Rate: | 8.52% |

Financial Worksheet

Change a field in the worksheet and click "calculate" to refresh the section with new numbers.

| | | | |
|-----------------------|-----------------|----------------|--------------|
| Down Payment: | \$2,308,150 | Price: | \$20,000,000 |
| New Loan: | \$20,000,000.00 | Cap Rate: | 5.00 % |
| Net Operating Income: | \$1,000,000 | Down Payment: | 30 % |
| Loan Payment: | \$520,012 | Interest Rate: | 0.00 % |
| Pre-Tax Cash Flow: | \$172,433 | Loan Term: | 30 |

Calculate

Income & Expense

| | | | |
|-------------------------|---------------|---------------------|---------------|
| Gross Income: | \$6,627,000 | Taxes: | \$560,000 |
| Other Income: | \$1,405,000 | Insurance: | \$109,784 |
| Vacancy Allowance: | (\$401,600) | Utilities: | \$871,090 |
| Operating Expenses: | (\$3,418,200) | Wages: | \$423,691 |
| Net Operating Income: | \$4,218,200 | Maintenance: | \$409,000 |
| Loan Payment: | (\$3,381,948) | Management: | \$275,000 |
| Pre-Tax Cash Flow: | \$836,252 | Misc/Reserves: | \$813,635 |
| Current Asking Rent/SF: | \$26.10 | Total Est Expenses: | (\$3,412,200) |
| Est Average Rent/SF: | \$23.50 | Est Expenses/SF: | \$12.10 |

Existing Financing

| | | | |
|---------------|------------------|----------------|-----------|
| Lender: | First Union | Existing Loan: | \$925,000 |
| Loan Payment: | \$88,368 | Interest Rate: | 8.0 |
| Due Date: | November 1, 2027 | Loan Term: | 30 |

Done Internet

FIG.54

Office Tenants - Microsoft Internet Explorer

| File Edit View Favorite Tools Help

COSTAR EXCHANGE

9911 West Pico Blvd.
Century Park Center
Los Angeles, California
A 282,000 SF Office Building Offered at \$49,500,000

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Print
New Search

| Overview | Financial | Tenants | Market | Comps | Map | |
|---|------------------------------------|------------------------------|-----------|------------|---------|----------|
| Tenant information provided by CoStar Tenant | | | | | | |
| Tenants Tracked | | | | | | |
| Suite | Tenant | Occupancy SF | Bldg % | Industry | Expires | Est Rent |
| 102 | Tenant Healthcare | 30,688 | 10.9% | Health | 1/2/03 | \$21.00 |
| 205 | Micromedia New England Corporation | 13,850 | 4.9% | Media | | |
| 550 | Source Capital | 13,841 | 4.9% | Financial | | |
| 110 | US Post Office | | | Government | | |
| 200 | 24 Hour Fitness | | | Retail | | |
| 300 | Hoover & Chase Attorneys | | | Legal | | |
| 920 | Eagle Financial | | | Legal | | |
| 1600 | Mano's Nightclub | | | Service | | |
| Tenant Subtotals: | | 74,880 | 26.5% | | | |
| Unspecified Tenants: | | 147,389 | 52.3% | | | |
| Vacant Space: | | 55,731 | 19.8% | | | |
| Building Total: | | 282,000 | 100.0% | | | |
| Tenant Analysis | | | | | | |
| Tenants in Building: | 33 | Percent Occupied: | 96.0% | | | |
| Average Tenant Size: | 8,554 SF | Est Rollover Next 12 Months: | 25,450 SF | | | |
| Average Lease Term: | 31 Months | Est Rollover next 36 Months: | 36,500 SF | | | |
| Est Average Rent/SF: | \$23.50 | Current Asking Rent/SF: | \$26.10 | | | |
| Tenant Notes | | | | | | |
| Any tenant notes will go here and if there are none, this section will be suppressed. | | | | | | |

◀ ▶

Done Internet

FIG.55

**COSTAR
EXCHANGE**

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Remove

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New Search

**9911 West Pico Blvd.
Century Park Center
Los Angeles, California
A 282,000 SF Office Building Offered at \$49,500,000**

[Overview](#) [Financial](#) [Tenants](#) [Market](#) [Comps](#) [Map](#)

Market information provided by [CoStar Property](#)

Size Vacancy

| | Subject Property | Class A Office Properties West LA | Office Properties West LA | Office Properties Los Angeles |
|------------------------|------------------|-----------------------------------|---------------------------|-------------------------------|
| Number of Buildings: | 1 | 320 | 1,268 | 7,225 |
| Total Rentable Space: | 282,000 SF | 42,084,970 SF | 61,790,134 SF | 338,590,353 SF |
| Average Building Size: | 282,000 SF | 131,515 SF | 48,731 SF | 46,864 SF |
| Average Tenant Size: | 8,545 SF | 7,500 SF | 7,105 SF | 6,642 SF |
| Average Building Age: | 26 YRS | 21 YRS | 19 YRS | 17 YRS |
| Percent Leased: | 96.0% | 94.6% | 91.0% | 85.8% |
| # Available Spaces: | 12 | 854 | 1426 | 9,476 |
| Available Space: | 23,000 SF | 4,372,598 SF | 7,836,351 SF | 58,802,084 SF |
| Avg Available Space: | 23,000 SF | 36,500 SF | 21,500 SF | 22,000 SF |
| Vacant Space: | 23,000 SF | 2,932,402 SF | 4,483,173 SF | 42,846,930 SF |
| Avg Vacant Space: | 23,000 SF | 35,000 SF | 24,500 SF | 23,000 SF |
| Vacancy Rate: | 8.20% | 5.40% | 6.20% | 11.75% |
| Vacancy YAG: | 4.60% | 8.70% | 8.50% | 13.20% |
| Vacancy Rate vs YAG: | -3.60 | +3.30 | +2.30 | +1.55 |

Inventory/Absorption

| | Subject Property | Class A Office Properties West LA | Office Properties West LA | Office Properties Los Angeles |
|-----------------------|------------------|-----------------------------------|---------------------------|-------------------------------|
| Total Existing Space: | 282,000 SF | 40,290,320 SF | 59,711,779 SF | 326,853,331 SF |
| Under Construction: | 0 | 1,135,000 SF | 1,193,000 SF | 3,783,310 SF |
| Renovation: | 0 | 391,328 SF | 559,972 SF | 1,718,345 SF |
| Proposed: | 0 | 268,322 SF | 325,383 SF | 6,235,367 SF |
| Total Rentable Space: | 282,000 SF | 42,084,970 SF | 61,790,134 SF | 338,590,353 SF |
| 12 Months Gross Abs: | 40,174 SF | 3,698,607 SF | 15,811,532 SF | 24,260,592 SF |
| 12 Months Net Abs: | 15,656 SF | 848,195 SF | 3,604,829 SF | 2,302,255 SF |

Price/Rate

| | Subject Property | Class A Office Properties West LA | Office Properties West LA | Office Properties Los Angeles |
|-----------------------|------------------|-----------------------------------|---------------------------|-------------------------------|
| Avg Asking Price/SF: | \$175.98 | \$181.90 | \$128.60 | \$101.55 |
| Avg Asking Rents: | \$26.10 | \$30.60 | \$30.36 | \$28.25 |
| Avg Asking Rents YAG: | \$28.10 | \$34.85 | \$32.57 | \$29.85 |
| Rent Change vs YAG: | +\$2.00 | +\$3.45 | +\$2.51 | +\$1.16 |

Updated October 28, 1999

Done

Internet

T077071 202/22/96

Office Comps - Microsoft Internet Explorer

| File Edit View Favorite Tools Help

COSTAR EXCHANGE

9911 West Pico Blvd.
Century Park Center
Los Angeles, California
A 282,000 SF Office Building Offered at \$49,500,000

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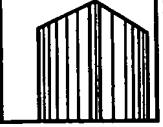
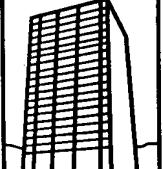
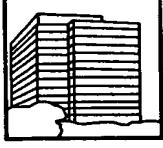
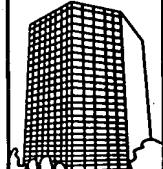
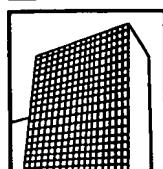
Next ▶
Back ▲
Results
Remove
Print
New Search

Overview Financial Tenants Market Comps Map

Comparable sales information provided by [Comps, Inc.](#)

Comparable Sale Properties

Show Comparable Properties Sorted by: 2306

| Address | City | Distance | Building Size | Year Built | Sale Price | Price/SF | Cap Rate | Sale Date |
|---|--|----------|--------------------------------|---------------------------|------------------------|-----------------------|--|------------------------------|
| 9911 West Pico Blvd | Los Angeles, CA 90401 | | | | \$49,500,000 | \$199.83/SF | N/A | |
|  | | | Building Class: Class A Office | Building Size: 245,413 SF | # of Floors: 16 Floors | Year Built: 1981 | Subject Property | Full Details |
|  | 100 Wilshire Blvd • GTE Building • Santa Monica, CA 90401 | | Building Class: Class A Office | Building Size: 245,414 SF | # of Floors: 16 Floors | Year Built: 1968 | Sold Price: \$90,000,000 Price/SF: \$177.65/SF Cap Rate: N/A Sale Date: June 3, 1996 | Full Details |
|  | 401 Wilshire Blvd • First Federal Square • Santa Monica, CA 90401 | | Building Class: Class A Office | Building Size: 325,249 SF | # of Floors: 16 Floors | Year Built: 1971 | Sold Price: \$90,000,000 Price/SF: \$177.65/SF Cap Rate: N/A Sale Date: June 5, 1996 | Full Details |
|  | 11755 Wilshire Blvd • Wilshire Landmark I • Los Angeles, CA 90401 | | Building Class: Class A Office | Building Size: 317,249 SF | # of Floors: 16 Floors | Year Built: 1986 | Sold Price: \$90,000,000 Price/SF: \$173.77/SF Cap Rate: 8.00% Sale Date: June 15, 1998 | Full Details |
|  | 1900 Avenue of the Stars • Wilshire Landmark I • Los Angeles, CA 90401 | | Building Class: Class A Office | Building Size: 596,384 SF | # of Floors: 16 Floors | Year Built: 1969/1992 | Sold Price: \$90,000,000 Price/SF: \$173.77/SF Cap Rate: 8.00% Sale Date: June 28, 1998 | Full Details |

2302 0.5 miles from Subject 2304

Done Internet

FIG.57

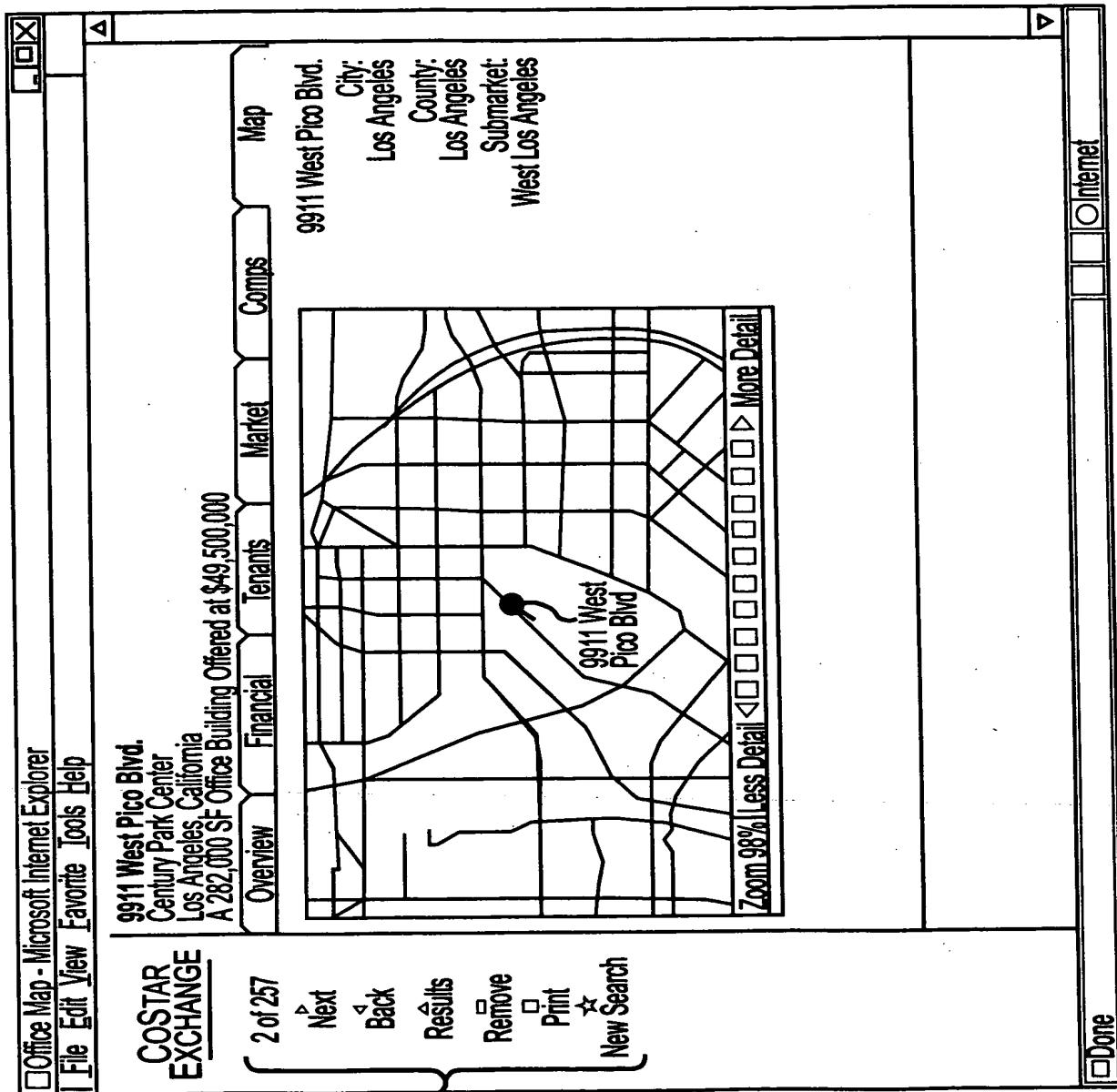


FIG. 58

2402

| | | | | | |
|---|---|---|--|-----------------------------------|--------------------------|
| CoSTAR GROUP | Product & Services | Corporate Info | Support | Contact Us | Site Map |
| Building Questionnaires | | | | | |
| Please select the type of property you wish to profile in CoStar Property: | | | If you prefer to fax your questionnaire, click on the link to download the corresponding form in PDF format. | | |
| <ul style="list-style-type: none">◦ For Lease Properties<ul style="list-style-type: none">◦ <u>Office</u>◦ <u>Industrial</u>◦ For Sale Properties<ul style="list-style-type: none">◦ <u>Coming Soon!</u> | | | | | |
| <p>Please note: Data that is submitted by this questionnaire will be transmitted to CoStar Group's Research Division for entry into CoStar Property. This does not submit data directly into CoStar Property. For more information, please contact CoStar Group at info@costargroup.com.</p> | | | | | |
| Home | Products & Services | Corporate Info | Support | Contact Us | Site Map |
| <u>Terms of Use</u> | <u>Privacy Policy</u> | <u>Photo Restrictions</u> | | <u>Contact Us</u> | |

FIG. 59

COSTAR GROUP

Product & Services Corporate Info Support

Office Building Questionnaire Basic Building Information

NOTE: Fields in boldface are required

Entered By
Jo Do

E-mail Address
do@do.com

Building Address

Building Park

I am the Leasing Contact

Building Web Site Address

Do Building

Building Name

City

Washington

State

DC

Zip Code

20004

Building Type

Office

Condo/Coop

Professional/Medical

Proposed

Land

Total Rentable Building Area

10,000 SF

Stories

5

Year Built

Land Area

OSF

O Acres

Typical Floor Size

SF

Taxes

Year

Taxes /SF

Operating /SF

Parking

Parking Ratio: /1000

Covered:

O Yes O No

Monthly Rate:

\$ _____

Surface:

O Yes O No

Monthly Rate:

\$ _____

Owner Occupied

O Yes O No

Zoning

Contact Us Site Map

Page 1 of 6

FIG.60

| | | | |
|---|---|--------------------------------|---|
| Loss/Core Factor <input type="text"/> % | Elevator <input type="checkbox"/> Passenger # <input type="text"/> <input type="checkbox"/> Freight # <input type="text"/> | Clear | Suite Level Information >>> |
| Home | Products & Services | Corporate Info | Support |
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| | | Terms of Use | Contact Us |

FIG.61

**COSTAR
GROUP**

Product & Services Corporate Info

Support

Contact Us Site Map

Office Building Questionnaire Suite Level Information

Page 2 of 6

| | | | |
|--|---------------------------------------|---|--|
| Square Feet Available | | Space Type: Space Use: | |
| Total | <input type="checkbox"/> Relet/Direct | <input checked="" type="radio"/> Office | |
| Max Contiguous | <input type="checkbox"/> New | <input type="checkbox"/> Office/Retail | |
| on Floor | <input type="checkbox"/> Sublet | <input type="checkbox"/> Retail | |
| Smallest | <input type="checkbox"/> Suite | <input type="checkbox"/> Medical | |
| Is Divisible <input checked="" type="checkbox"/> | <input type="checkbox"/> BSMT | <input type="checkbox"/> Lease Term or Sublet Through Date | |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | |
| Occupancy | | <input type="text"/> | |
| Rent/SF <input type="checkbox"/> Annually <input type="checkbox"/> Monthly | <input type="checkbox"/> Services | <input type="text"/> ▶ <input type="text"/> ▽ / <input type="text"/> ▶ <input type="text"/> ▽ | |
| <input type="text"/> To \$ <input type="text"/> | <input type="checkbox"/> 120 Days | <input type="text"/> ▲ <input type="text"/> ▼ | |
| Suite Notes: <input type="text"/> | | | |
| <input type="button" value="Cancel"/> <input type="button" value="<< Basic Building Info"/> <input type="button" value="Clear"/> <input type="button" value="Save Suite Info"/> <input type="button" value="Listing Contacts >>"/> | | <input type="button" value="Photo Restrictions"/> | |

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FIG.62

**COSTAR
GROUP**

Product & Services

Corporate Info
Office Building Questionnaire Suite Level Information

Support

Contact Us
Page 2 of 6

| | | | | | |
|----------------------------|----------|-----------|---|--------------|-----------------------------------|
| Floor | Suite | Smallest | Max Contiguous on Floor | Space Type: | Space Use: |
| LBBY | | 5,000 | 2,500 | Relet/Direct | Office |
| Rent/SF | Services | Occupancy | | | Lease Term or Sublet Through Date |
| To | | 120 Days | | | |
| Suite Notes: | | | | | |
| Floor | Suite | Smallest | Max Contiguous on Floor | Space Type: | Space Use: |
| BSMT | | | | Relet/Direct | Office |
| | | | | New | Office/Retail |
| | | | | Sublet | Retail |
| | | | | | Medical |
| | | | | | Lease Term or Sublet through Date |
| Occupancy | | | | | |
| Rent/SF | Annually | Monthly | Services | | |
| \$ | To \$ | | | 120 Days | |
| Suite Notes: | | | | | |
| Space Summary: | | | | | |
| Total SF Available: | 5,000 | | Total Contiguous in Building: | | |
| Min. Contiguous Available: | 5,000 | | | | |
| Max. Contiguous Available: | 2,500 | | | | |
| << Basic Building Info | | | Clear <input type="checkbox"/> Save Suite Info <input type="checkbox"/> Listing Contacts >> | | |
| Cancel | | | | | |

FIG.63

| | | | | | |
|------------------------------------|---|------------------------------|--------------------------|--------------------------|--------------------------|
| COSTAR | Product & Services | Corporate Info | Support | Contact Us | Site Map |
| GROUP | Office Building Questionnaire Listing Contacts | | | | |
| Listing Company | | | | | |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Address | <input type="text"/> | | | | |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| City, State, ZIP | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Agent One | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Title | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Phone Number (w/ Area Code) | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| E-Mail Address | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Cancel | <input type="text"/> << Suite Level Info | | | | |
| Page 3 of 6 | Phone Number (w/ Area Code) | Ext | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Fax Number | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Web Address | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Agent Three | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Title | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Phone Number (w/ Area Code) | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| E-Mail Address | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| Clear | <input type="checkbox"/> | Building Team>> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
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FIG.64

**COSTAR
GROUP**

**Product & Services Corporate Info
Office Building Questionnaire Building Team**

Owner

Address

City, State, ZIP

Phone No. Ext

Architect

Phone No. Ext

Developer

Phone No. Ext

<< Listing Contacts

Support Site Map
Page 4 of 6

Management Company
Address
City, State, ZIP
Phone No. Ext
Property Manager
Phone No. Ext
Asset Manager
Phone No. Ext
On-Site Management
REIT Owned Yes No
REIT Owned Yes No

Contact Us Site Map
 Support
 Products & Services
 Support
 Site Map

FIG.65

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|--------------------------------|-------------------------|----------------------------|--------------------------|------------------------|------------|-----------|---------|---------------|-----------|---|------------------|-------------------|--|--|--|--------|------------|-----------|---------|---------------|-----------|---------------------|------------------|-------------------|--|--|--|--|--|--|--|--|--|--|--|--|--|---|--|--|--|--|--|
| COSTAR | Product & Services | Corporate Info | Support | Contact Us | Site Map | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| GROUP | Office Building Questionnaire | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | Marketing Notes/Amenities | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>Marketing Notes</td> <td colspan="5"></td> </tr> <tr> <td colspan="6"> Amenities <table border="1"> <tr> <td>Atrium</td> <td>Auditorium</td> </tr> <tr> <td>Balconies</td> <td>Banking</td> </tr> <tr> <td>Commuter Rail</td> <td>Concierge</td> </tr> <tr> <td>Conference Facility</td> <td>Conference Store</td> </tr> <tr> <td>Convenience Store</td> <td></td> </tr> </table> </td> </tr> <tr> <td colspan="6"> <input type="button" value="Cancel"/> <input type="button" value="<<Building Team"/> Click once to select, again to deselect. </td> </tr> <tr> <td colspan="6"> <input type="button" value="Clear"/> <input checked="" type="checkbox" value="Major Tenants>>"/> </td> </tr> <tr> <td colspan="6"> Home Products & Services Corporate Info Support Contact Us Site Map Terms of Use Privacy Policy Photo Restrictions Contact Us <u>Contact Us</u> </td> </tr> </table> | | | | | | Marketing Notes | | | | | | Amenities <table border="1"> <tr> <td>Atrium</td> <td>Auditorium</td> </tr> <tr> <td>Balconies</td> <td>Banking</td> </tr> <tr> <td>Commuter Rail</td> <td>Concierge</td> </tr> <tr> <td>Conference Facility</td> <td>Conference Store</td> </tr> <tr> <td>Convenience Store</td> <td></td> </tr> </table> | | | | | | Atrium | Auditorium | Balconies | Banking | Commuter Rail | Concierge | Conference Facility | Conference Store | Convenience Store | | <input type="button" value="Cancel"/> <input type="button" value="<<Building Team"/> Click once to select, again to deselect. | | | | | | <input type="button" value="Clear"/> <input checked="" type="checkbox" value="Major Tenants>>"/> | | | | | | Home Products & Services Corporate Info Support Contact Us Site Map Terms of Use Privacy Policy Photo Restrictions Contact Us <u>Contact Us</u> | | | | | |
| Marketing Notes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Amenities <table border="1"> <tr> <td>Atrium</td> <td>Auditorium</td> </tr> <tr> <td>Balconies</td> <td>Banking</td> </tr> <tr> <td>Commuter Rail</td> <td>Concierge</td> </tr> <tr> <td>Conference Facility</td> <td>Conference Store</td> </tr> <tr> <td>Convenience Store</td> <td></td> </tr> </table> | | | | | | Atrium | Auditorium | Balconies | Banking | Commuter Rail | Concierge | Conference Facility | Conference Store | Convenience Store | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Atrium | Auditorium | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Balconies | Banking | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Commuter Rail | Concierge | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Conference Facility | Conference Store | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Convenience Store | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <input type="button" value="Cancel"/> <input type="button" value="<<Building Team"/> Click once to select, again to deselect. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <input type="button" value="Clear"/> <input checked="" type="checkbox" value="Major Tenants>>"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Home Products & Services Corporate Info Support Contact Us Site Map Terms of Use Privacy Policy Photo Restrictions Contact Us <u>Contact Us</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

FIG.66

COSTAR
GROUP

Product & Services Corporate Info Support Contact Us Site Map
Page 6 of 6

Office Building Questionnaire Major Tenants

Major Tenant Name Square Feet Add

1. <<Amenities/Mkt Notes

Terms of Use

FIG.67

COSTAR
GROUP

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Thank You!

Thank you for submitting your office questionnaire!
A CoStar Group research analyst will be contacting you shortly.
Please keep this tracking number for your records: 602
[Click here to return to the CoStar home page](#)

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FIG.68

691

CoStar Exchange - Search Results - Microsoft Internet Explorer

File Edit View Favorites Tools Help
 ↵ Back ↴ Forward Search Favorites History a A Go
 Address Radio Play Radio Stations Software Radio
 Links Big P CoStar Exchange Optimize Links Exchange Mockups Free Hotmail Quick Search Toggle Images etc >
 >

Your Search Results
 7 Properties Found

| COSTAR EXCHANGE | | New Search | Save Search | Add Property | Remove Property |
|-----------------|----------|----------------------|-------------|--------------|-----------------|
| 1 | Property | Address | City | St. | Price ▼ |
| 2 | Location | 1 World Trade Center | New York | NY | \$1,500,000,000 |
| 3 | Price | 2 World Trade Center | New York | NY | \$1,500,000,000 |
| 4 | Size | 4 World Trade | New York | NY | \$1,500,000,000 |
| 5 | Market | 5 World Trade | New York | NY | \$1,500,000,000 |
| 6 | Results | 6 World Trade | New York | NY | \$1,500,000,000 |

692

***Portfolio Values**

Print View Map

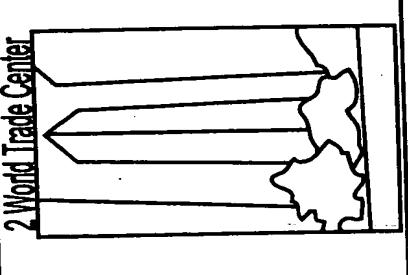


FIG.69

FIG.70

CoStar Exchange - Search Results - Microsoft Internet Explorer

File Edit View Favorites Tools Help
Back → Forward ↵ Search History ↵ a ↵ A ↵ Go ↵ ↵ Go

Address Radio Play Radio Stations Software Radio
Links Big IP CoStar Exchange Optimize Links Exchange Mockups Free Hotmail Quick Search Toggle Images etc. > >

Your Search Results
7 Properties Found

| COSTAR EXCHANGE | | Home | New Search | Save Search | Add Property | Remove Property | |
|-------------------------------------|-------------------------------------|----------------------------------|---------------------------------|-----------------------------------|------------------------------------|--------------------------------|------------------------------------|
| <input type="checkbox"/> 1 Property | <input type="checkbox"/> 2 Location | <input type="checkbox"/> 3 Price | <input type="checkbox"/> 4 Size | <input type="checkbox"/> 5 Market | <input type="checkbox"/> 6 Results | <input type="checkbox"/> Print | <input type="checkbox"/> View Grid |

Zoom Map
Out Region
City Street In
Move Map
Up Down Left Right

5 World Trade Center
New York, NY
\$1,500,000,000

700 701 702 703

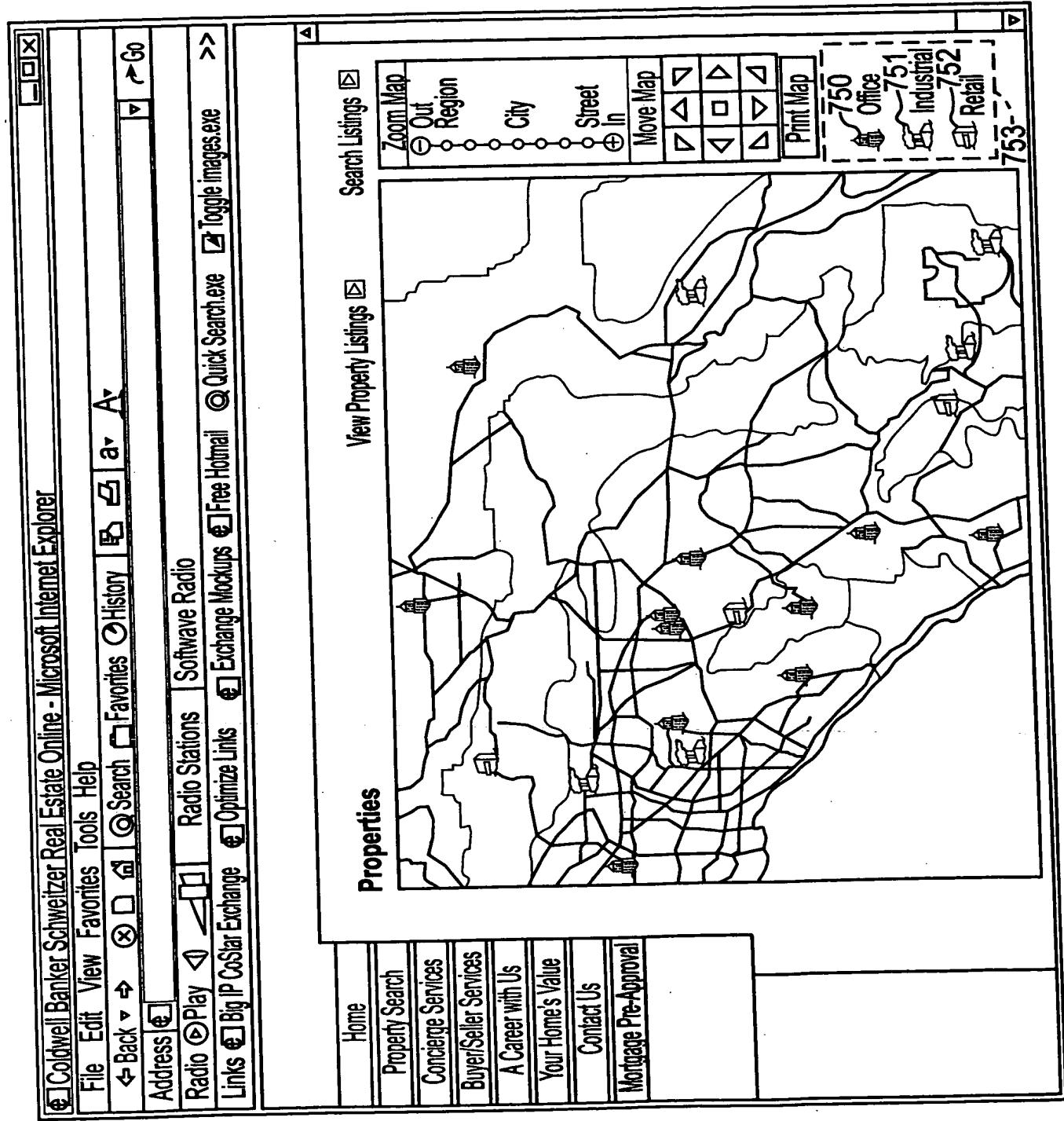


FIG.71

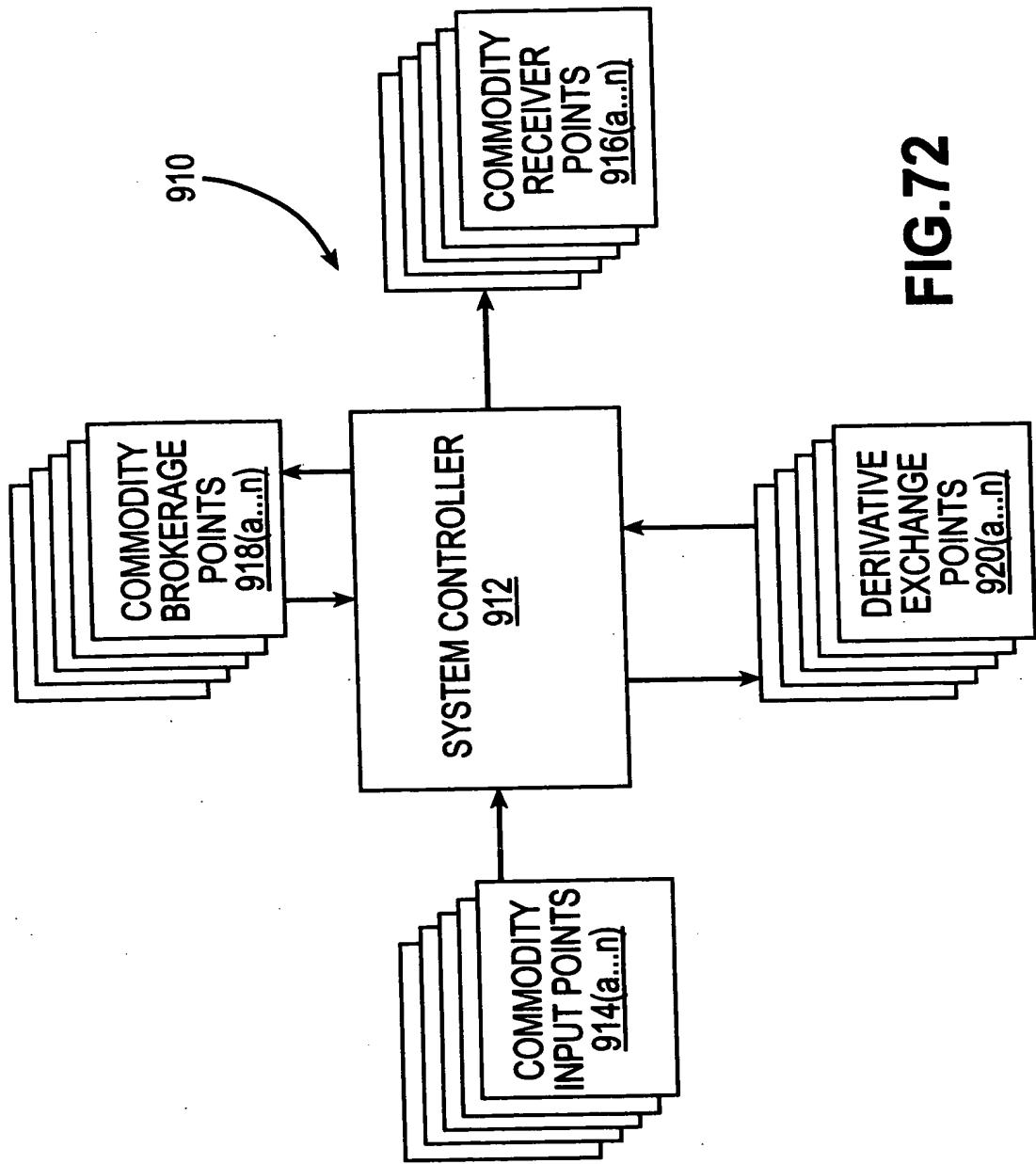
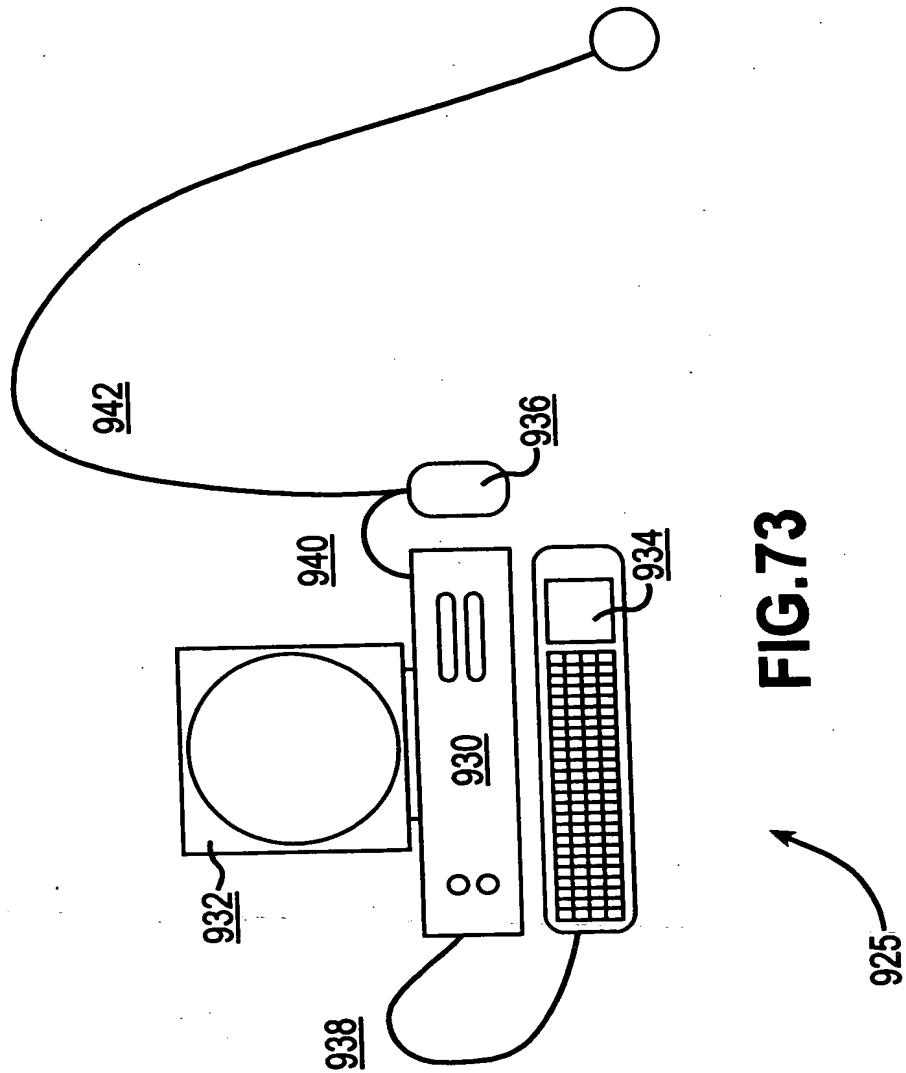


FIG.72

FIG.73



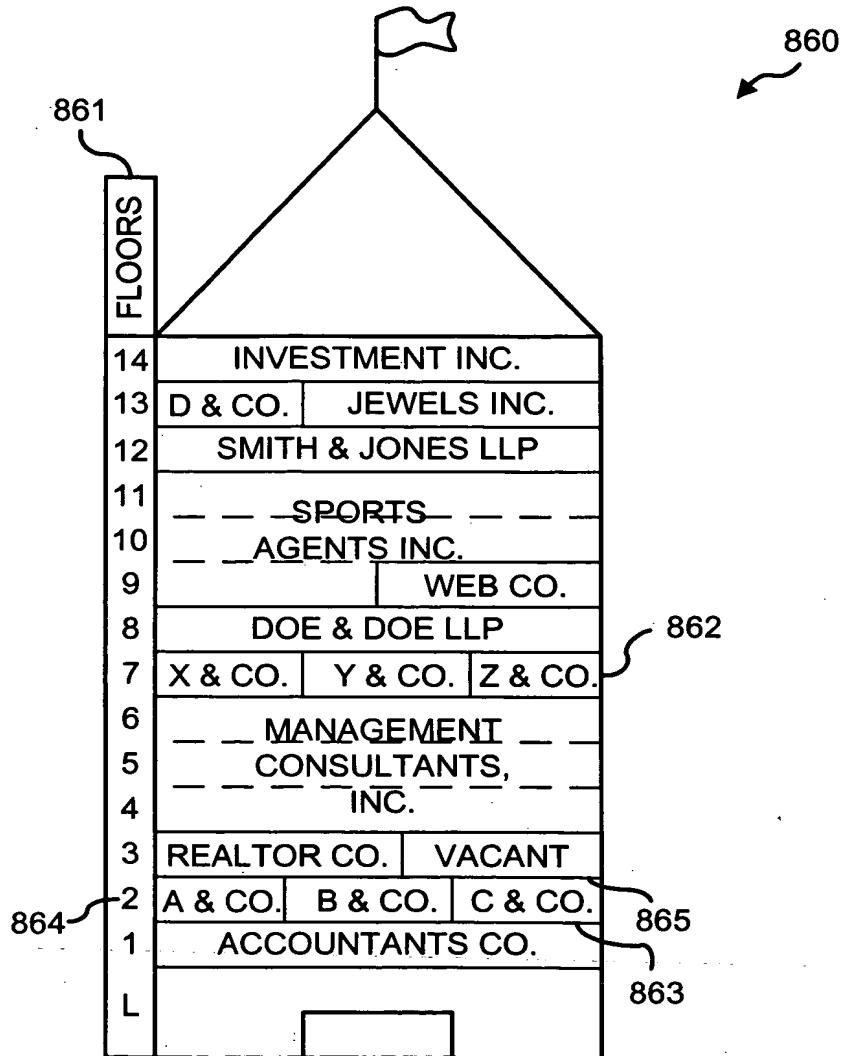


FIG. 74

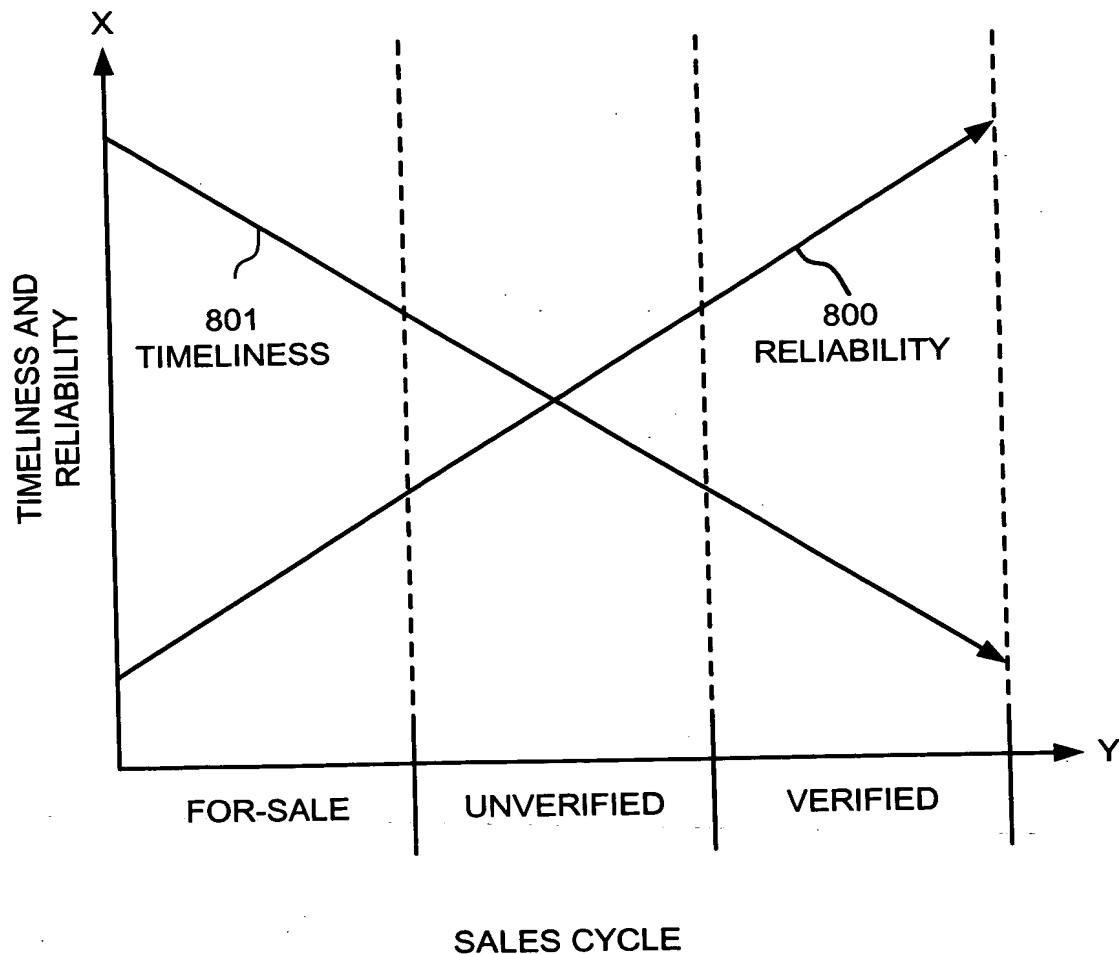


FIG. 75

THE TUDOR 850

851

852

COMMERCIAL



Featured Properties

1376 Blue Oaks Blvd
Bldg 6 • Roseville, CA 95661
11,520 Square Feet (Divisible). Parking 4/1,000. Fiber Optics Available.

[More information on this property ▾](#)

1544 Eureka Rd
Phase IV • Roseville, CA 95661
Two story, Class A, 52,500 square foot office building plus eight single story office buildings for a total of 142,900 square feet. Immediate access to Interstate 80. Excellent parking and access. Walk to several restaurants. High visibility signage. Prestigious Olympus Pointe location. Suites from 1,800 to 52,500 sq. ft. available.

[More information on this property ▾](#)

| Properties | Look up | For Lease | For Sale |
|--------------------------------|-----------------------------------|---|-----------------------------|
| All Properties | Search Properties | Map Properties | Calculators |
| Broker Mailers | Client Log In | Office Space Calculator | |
| 570 properties | | | |

Properties For Lease

| Sort by: | Address | City | State | Area | Type | Size | Floor Size | Space | Annual |
|---------------------|--|-----------|-------|--------|-----------|--|-----------------------------------|-------|--------|
| ◀ Previous ▶ Next ▾ | 925 Bryant St Building Type: Building Class: Year Built: Building Size: | Brentwood | CA | Office | 39,375 SF | Space Available: Annual Rent: % Leased: Typical Floor Size: | San Francisco Con Rob Macca | | |
| ◀ Previous ▶ Next ▾ | 921 11th St Building Type: Building Class: Year Built: Building Size: | Downtown | CA | Office | 39,375 SF | Space Available: Annual Rent: % Leased: Typical Floor Size: | Sacramento | | |

Figure 76